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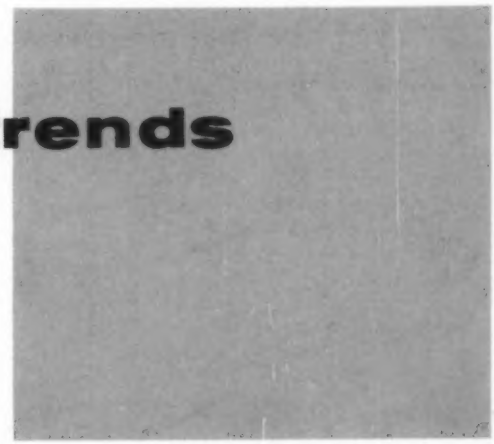

trade mission trends

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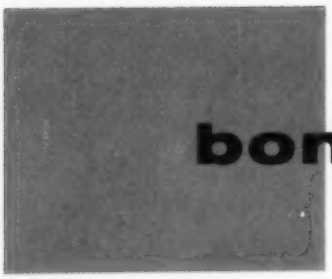

bonus from furniture fair

new 'E' flags fly

International Trade Winds

Company News

TEXTILE MACHINERY—Johann Kleinewerfers Soehne of Krefeld, Germany, concludes joint venture with Beloit Industries, Beloit, Wis., to build and operate a factory to manufacture textile machinery near Pendleton, S.C. The new firm will be called Beloit-Kleinewerfers Textile Machinery Corporation.

FIBER GLASS MOLDING—The Molded Fiber Glass Body Co., Ashtabula, O., has signed a technical assistance contract with Hitachi Chemical Industries, Ltd., of Tokyo. The contract provides for the Ohio firm to furnish consultation on mold design, molding techniques, production equipment and other information necessary for the matched metal die molding of fiber glass reinforced plastics. It also designates Hitachi as the representative of Molded Fiber Glass in Asia.

STEAM TURBINES—General Electric's IGE Export Division has received an order in excess of $1 million to supply three steam turbines and a gear to Imperial Chemical Industries, Ltd., for the world's largest ethylene plant located at Wilton, England. The plant is being built by the Lummus Co., Ltd., of London.

BUILDING COMPONENTS—Export sales in Europe contributed to a 150% increase in turnover for Kawneer GmbH of Rheydt, Germany, subsidiary of American Metal Climax of New York. Kawneer, with its own foundry, extruding, anodizing and finishing works, sells metal window frames, wall elements, other building components to construction firms.

CHEMICALS—Thiokol Canada, Ltd., has been formed to succeed Naugatuck Chemical, Division of Dominion Rubber Co. Ltd., as the exclusive marketing agent for products manufactured or licensed by the chemical division of Thiokol Chemical Corporation, Trenton, N.J. Products include polysulfide liquid polymers used in building seal compounds that weatherproof many of Canada's new high-rise buildings.

Newsletter

More than 400 U.S. companies are helping themselves and international business relations through participation in the student exchange program called AIESEC—Association International des Etudiants en Sciences Economiques et Commerciales. Our business students can get practical on-job training abroad, and students from 38 other countries can do the same here. Since 1948, more than 30,000 trainees have taken part.

U.S. Commercial Officers from Belgrade, Hong Kong, Istanbul, London, Karachi and Rotterdam are now on the way to various Commerce Field Offices. They are available for appointments with businessmen seeking first-hand market reports from these areas. Check the Calendar for International Traders, inside back cover.

Meaningful dates ahead: Aug. 12, Aug. 15, Sept. 1 and Oct. 1. Why? They are deadlines--fast approaching--for firms wishing to do business in eight countries to be visited soon by U.S. Trade Missions. The dates refer, respectively, to final days for business proposal submission to Missions to Nigeria, Bulgaria-Hungary, Ireland-Portugal, Libya-Tunisia-Morocco.

New shopping center in Hamburg follows U.S. custom all the way with shopping carts, parking lot, snack bars, play areas for children. But German law hasn't caught up, restricts hours so that 25% is estimated cut from potential sales. Efforts are being made to legislate longer shopping hours.

Has your firm registered in Commerce's American International Traders Index? This data file is now ready for computerized matching of international business opportunities with known interests of each U.S. registrant. One important use: quick tabulation of best-fitted participants in trade shows overseas. Commerce's Fields Offices have registration forms.

Hospitable San Francisco has a plan to host foreign businessmen. A "pool" of members of the San Francisco Area World Trade Association is being established to be sure that these visitors are made to feel at home and learn all about one of the nation's great export cities.

One more reminder about the reader questionnaire in the July 4 issue. Responses are still arriving in our office. Tear out the yellow insert and fill it out soon. The bigger the sample, the better the information to build a better INTERNATIONAL COMMERCE for you.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

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In this issue

Though the calendar says it is mid-summer, business planning schedules are pointing toward fall and winter. U.S. trade missions organized by industry with assistance from the Commerce Department are now drawing attention around the country. The story on Page 4 describes what is in store in this important trade promotion activity, and what is involved for sponsors and members.

International Commerce

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August 8, 1966 — Volume 72, Number 32

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NEW BOOKS AND REPORTS

EXECUTIVE INTEREST PAID OFF

'E' Awards won at top

Ling-Temco-Vought, American Creosote sent leaders abroad to find important export markets

Aggressive export action by the top leadership of two companies—one a long-established timber products firm, the other a relatively new electronics and aircraft maker—has won for each a Presidential "E" for export excellence award.

The companies honored, Ling-Temco-Vought, Inc., of Dallas, and American Creosote Works, Inc., of New Orleans, began to focus top management attention on export sales in the early '60's. They sent sales executives abroad to lend their attention and prestige toward securing new export markets.

Ling-Temco-Vought, Inc. began a sales program in 1961 to export for the first time a supersonic fighter aircraft, the Crusader, to European countries. After launching the Crusader campaign with interested military attaches, LTV changed the aircraft design to meet the operating requirement of a small French carrier. Presentations were made abroad during 1961 and 1962 and in 1963 a Crusader was sent with pilot and supporting personnel to England, Norway, France and Italy, where the plane's capabilities were demonstrated. The plane was also displayed and flown in the 1963 Paris Air Show.

With the successful breakthrough in the French market of the Crusader, LTV began export campaigns for other products such as its Scout/launcher vehicle used by NASA to orbit scientific payloads. Scout is the first such vehicle ever to be exported by the U.S. or any other country.

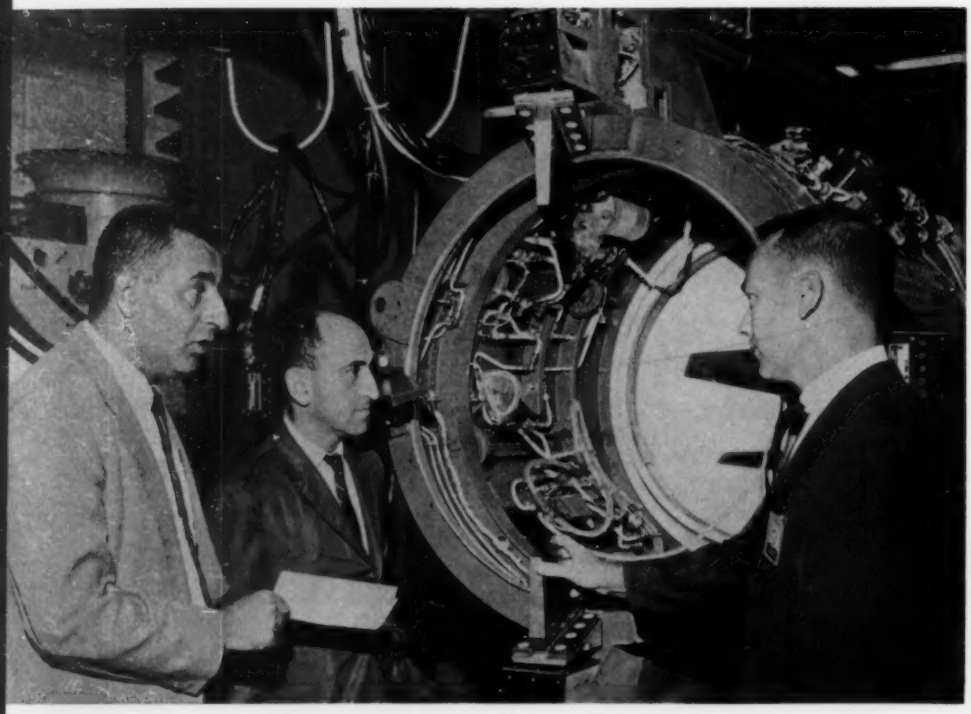
LTV equipment was also displayed in 1961 at the London trade fair. In 1964 at Frankfurt, new products were introduced by top management who visited widely in Germany to discuss sales and representation, making additional visits to Austria, France, Italy, Sweden, Turkey and the United Arab Republic.

In addition to management trips abroad, LTV has established a European operations office in Paris with eight professionals serving various areas of Europe and the Near East. Other products LTV successfully exports include high-power radio transmitters, electrodynamic shakers and vibration test systems.

LTV is the largest single concern in the Dallas area and its increase in international business from $9 million in 1961 to more than $33 million in 1964 has contributed much to the economy of Texas and the Southwest.

This top management participation in the firm's successful introduction of new products and the development of markets for products not previously exported led to the "E" award and its presentation at a luncheon co-sponsored by the North Texas Regional Export Expansion Council and the World Trade Committee of the Dallas Chamber of Commerce. James Ling, chairman of the board, accepted the award for LTV.

ITALIAN SCIENTISTS AND TECHNICIANS being trained in launch techniques for the Ling-Temco-Vought Scout research booster. Some 40 Italians participated in training by NASA personnel in Dallas.



Personal touch pays off

Personal interest and travel by company executives was also emphasized by the American Creosote Works, Inc. to substantially increase their foreign sales.

American Creosote had been exporting almost since its beginning in 1901. When the New Orleans firm formed an export sales department in 1963, sales achieved a gradual growth despite the depressed market the wood treating industry was experiencing both at home and abroad.

In 1962 and 1963 exports totaled slightly more than 4% of total sales. Then in 1964 and 1965, the firm's exports climbed to more than $1 million of total sales of $8.6 million or an increase of more than 14%.

American Creosote's sales abroad thus form one of the main factors in the company's continuing growth. Since railroads are not being built in the U.S. at

TREATED TIMBER POLES are loaded aboard the Turkish ship GENCLIK. American Creosote Works, Inc., exports treated wood products to markets in Latin America, the Caribbean and the Mediterranean.

this time and cross-country radio transmission has cut the domestic market for creosoted poles, the firm's major products of creosoted railway cross-ties and other pressure-treated lumber products are no longer in heavy demand domestically.

The firm's marketing program consists primarily of travel by the president to foreign countries where strong potential for major sales exist. Follow-up correspondence to leads by such publications as International Commerce, International Trade Review, Foreign Projects Newsletter, and information provided by the International House and Chamber of Commerce of New Orleans is credited for a significant addition to the firm's total export volume.

President to Greece

For example, the company president traveled to Greece during 1962 and laid the ground work for a sale of approximately $200,000 of utility poles. A trip to Mexico 1964 ultimately resulted in the sales of approximately $1 million worth of treated timber poles for Mexico's expanding electrification program.

American Creosote's methods of distribution for the type of products sold varies somewhat with the country involved, but in the main, consists of commission export agents, either broker or electrical equipment distributor living in the U.S., but with sales personnel located in foreign countries; or in the case of certain countries, the firm has established exclusive sales agreements with one of their local sales commission agents.

Export development meetings

Attendance at export development meetings is also undertaken so that all possible leads can be investigated and knowledge gained of any developments relating to exporting, such as credit guarantees.

American Creosote's executives have held such civic positions as president of the Export Manager's Club of New Orleans and of the Mississippi Valley World Trade Council, and chairman of the Foreign Committee of the Chamber of Commerce of the New Orleans Area.

At a luncheon of the Export Manager's Club of New Orleans, S. B. Braselman, president of American Creosote Works, Inc., accepted the "E" award for his firm.

Executives group to offer international trade course

The International Executives Assn. of New York will offer a "Practical Course in International Trade" from Oct. 3 to Nov. 21.

The course, consisting of eight weekly sessions, will cover such topics as export operations, market analysis, advertising and sales promotion, credit instruments, banking, and overseas manufacture.

Among the speakers will be Carl E. Alfaro, president, Inbrasco International; William Brazeau, president, American Steel Export Co., Inc.; Arthur A. Kron, president, Gotham-Valdimir Advertising, Inc.; B. P. Lane, export manager, Joy Manufacturing Co.; Eugene M. Lang, president, Resources & Facilities Corp.; and Henry G. Sheehy, president, Foreign Credit Insurance Assn.

Other firms represented by speakers include Diamond Alkali Co.; Mobil Sales & Supply Co.; Union Carbide Corp.; Chemical Bank New York Trust Co.; Airwick International; and The Parker Pen Co.

For further information on the course, **write:** International Executives Assn., Inc., 432 Park Ave. S., New York, N.Y. 10016.

Awards in licensing field

A reference to the presentation of a Presidential "E" Award to Clupak, Inc., was made in an article on "Licensing U.S. Know-How Abroad" in the July 25 INTERNATIONAL COMMERCE. Clupak was described as the first licensing organization to be so honored.

Clupak, honored in February, 1965, was the first *exclusively* licensing organization to win an "E" Award for export expansion through licensing of patents overseas. Other firms that engage in licensing among other activities have won the award. The Resources and Facilities Corp. of New York, honored in January, 1963, was the first company specializing in licensing and joint ventures to receive the "E" citation.

BCIU has fall courses

Two new orientation sessions for international business executives and their wives will be held by the Business Council for International Understanding at American University, Washington, D.C., beginning on Sept. 19 and Nov. 14. For full information **write:** John S. Walter, Business Council for International Understanding, 420 Lexington Ave., New York, N.Y. 10017.

More industry-organized missions are being planned for this fall than for any previous season

Expanded interest being shown by chambers of commerce, State development departments; members represent own firms

More industry-organized Government-approved trade missions are being planned for this fall than in any half-year since the program's beginning.

Negotiations are moving along for about 15 in September, October, and November, the Commerce Department's Trade Missions Division reports. Last spring, nine such missions went abroad.

Inquiries about organizing and operating such missions are increasing. Expanded interest is being shown by chambers of commerce and State development departments and commissions.

The success of these missions is borne out by the fact that frequently an organization which sponsors a group once proceeds to schedule another and another. The State of Georgia, for example, has sent out three IOGA missions and is planning a fourth. The American Plywood Association has sponsored three. The Consulting Engineers' Council is planning a second and a third.

A fifth of the States have sent at least one. (In the first three years of the program's operation, 1962-64, missions were organized by only four States.)

Work for own firms

An important advantage offered by an IOGA mission—unlike one sent out by the Commerce Department itself—is that its members represent their own business interests. And the results can be both short-term and long-term: On-the-spot sales, establishment of agencies, valuable contacts which may ripen into negotiations and later continuing exports.

In reporting on the spring visit of a poultry industry mission to Peru, the Commercial Attache in Lima said:

". . . the mission members had 46 appointments at the hotel and made several visits to business concerns, plants, and poultry farms . . . While it remains with the mission members to evaluate at some later date the ultimate effectiveness of each man's work in Lima, all said that they had more than accomplished their individual objectives during the three-day visit. While a number of direct sales were made, the long-term value of the mission will rest on the excellent contacts which were made in such a short period . . ."

Commerce will help

An industry, a trade association, a chamber of commerce, a State can organize its own mission. If it meets certain criteria and is approved by the Commerce Department's Bureau of International Commerce, the Bureau will:

- Assist in planning and publicity—including selection of countries offering the best markets for the products to be promoted.
- Arrange for necessary services with U.S. Embassies and Consulates abroad.
- Provide an official to accompany the mission's advance agent abroad. The two will arrange individual and group consultations.
- Brief the mission before its departure, providing economic, political, and commercial information.

Overseas, the advance agents of the sponsoring organization and the Bureau meet with commercial officers at U.S. Foreign Service posts in the countries to be visited. These officers help plan the mission's itinerary, arrange individual and group appointments for members, provide information to assist in developing personal contacts, and supply economic and commercial data.

The schedule of appointments—which includes interviews with industrial leaders and Government officials—opens doors, as one mission member said recently, that would be closed to a businessman traveling alone, and enables individual members to talk with prospective customers in their offices, plants, and stores.

Early plans vital

Early and comprehensive planning is essential, Roy Gootenberg, Director of the Commerce Department's Trade Missions program points out. "Plan the itinerary so that visits are made to the major commercial centers," he says. "Avoid the more touristic attractions. Set a tone for the tour that approximates the 'lower key' in which business is transacted abroad. A low pressure approach will establish the climate that overseas businessmen prefer."

To obtain the benefits of Government approval, an industry-organized mission must have as its purpose increasing sales of U.S. products and services, or establishing agencies abroad; it must be limited to a compact group of working members only; a representative of the sponsoring organization must be available to accompany the Commerce Department's advance officer abroad; a written report of the mission's activities must be made for the benefit of U.S. industry and for possible publication by INTERNATIONAL COMMERCE. Expenses are paid by the mission members themselves.

Write: Trade Missions Division, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230.

TWO PERUVIAN BUSINESSMEN in Lima show keen interest as poultry industry mission member Don Melick (r.), with aid of his company's catalog, explains advantages of U.S. equipment.

Business travelers to seven nations can aid U.S. payments balance by currency purchases

Buying local money through American Embassies, Consulates is making small but growing impact on country's dollar flow

Foreign currency needs of overseas American businesses and tourists have been coupled with balances of United States Government-owned foreign currencies to produce a relatively small but growing savings to the U.S. balance of payments.

American businessmen and U.S. tourists visiting or residing in Ceylon, Guinea, India, Israel, Pakistan, Tunisia, and the United Arab Republic (Egypt) can purchase local currencies of these countries through the U.S. Embassies and Consulates there for local business and travel expenses.

When U.S. citizens purchase their currency requirements in this manner, there is a favorable impact on the U.S. balance of payments since the dollars flow into U.S. Government accounts. Thus, to the extent this facility is used, there is no outflow of dollars to foreign holders, even though the transactions take place abroad.

Sales are made at the official rate of exchange, and there are no commercial bank fees. Payments may be made in U.S. currency, personal checks drawn on an American bank, or U.S. travelers checks.

The lone exception to this procedure is Tunisia, where, because of local foreign exchange regulations, the Tunisian Central Bank charges a small conversion fee and makes the physical conversion. American citizens visiting the Bank are advised to request *specifically* that they be sold Tunisian dinars from the *U.S. Government's account* so as to avoid any dollar outflow.

Balances of these countries' currencies are available for sale to U.S. citizens as a consequence of special arrangements made with the respective foreign governments and because official holdings of these currencies exceed the amounts necessary to pay for U.S. Government activities in those countries for the immediate future.

Since October, 1964, all local currency sales agreements made under P.L. 480 (the Food for Peace Program) have included provisions for local currency sales both to U.S. tourists and to U.S. businesses and foundations.

However, if such sales were made in any but the relatively few countries where our foreign currency holdings exceed anticipated needs, the U.S. Government would have to enter the commercial market that much sooner to purchase additional amounts of currency with dollars. Consequently, no long-run balance of payments savings would result.

In the countries of Western Europe, Latin America and Canada, the U.S. does not receive sufficient amounts of the local currency from P.L. 480 and other non-dollar sources to cover all of its required expenditures, and therefore none of these currencies are available for sale to private citizens.

Meet regulations

The procedures governing these sales have been designed to ensure compliance with our own domestic legislation, with U.S. obligations under the International Monetary Fund, and with the foreign exchange laws and requirements of the foreign country.

As a result, in addition to sales being made only at the legal official rates of exchange and only to United States citizens who must show their passports for identification, U.S.-owned foreign currencies must be purchased and spent by private citizens in the country in which they originate.

The U.S. has further agreed in most cases to make available only specific amounts of currency to its tourists and businessmen. However, in all seven countries at present, substantial unsold balances are currently available for this purpose.

This phase of the foreign currency sales program is still too young to provide conclusive evaluations of its success —sales in Ceylon, Guinea, Pakistan and Tunisia were all implemented during 1966. However, since the program was first inaugurated in 1963, total sales have amounted to about $2,600,000.

The Treasury Department is now in the process of printing a descriptive brochure which will include the addresses of U.S. diplomatic missions making these foreign currency sales as well as their selling hours. It will be inserted in relevant passports and also will be made available to travel agencies and international air and shipping lines for distribution to their passengers.

The addresses of all U.S. embassies and consulates are currently listed in a State Department publication, "Key Officers of Foreign Service Posts: A Guide for Businessmen", which is available for 25 cents. **Write:** U.S. Government Printing Office, Washington, D.C. 20402.

Exporters' exams of ASIE scheduled Oct. 29 in 19 sites

The next semi-annual examinations by the American Society of International Executives will be held in 19 cities on Oct. 29. Grades to be tested for are Certified Documentary Specialist, Certified Assistant Export Manager, Certified International Traffic Manager and Qualified Export Manager.

The society urges that applications be sent now for approval of prerequisite experience, and for study outlines at $5 for each grade. **Write:** American Society of International Executives, Secretarial Suite, Sheraton Hotel, Philadelphia, Pa. 19103.

The last examinations were held May 21 in 13 cities, at which 28 of 32 examinees passed in the grades listed above.

The society will furnish information on other memberships available without examination, including Experienced Export Manager, Experienced International Executive—Forwarding (15 years experience), Senior Members (retired), Corporate and Associate.

Cities in which October exams will be held are Boston, Bloomington, Ind., Chicago, Cleveland, Dallas, Detroit, Houston, Kansas City, Los Angeles, Miami, Milwaukee, Minneapolis, New York, Philadelphia, Pittsburgh, Rochester, St. Louis, San Francisco and Seattle.

NEW YORK IN TOKYO: the New York State delegation meets with Japanese officials at dedication of the new office of the State Commerce Department's Division of International Commerce in Tokyo. Left to right are: State Commerce Commissioner Keith S. McHugh; Alton G. Marshall, Governor's Executive Officer; Howard D. MacPherson, Director, Division of International Commerce; Jay A. Van Swearingen, U.S. Embassy Commercial Attache; Milton M. Bates, Director of the new Tokyo Office, and Mr. Harada, Assistant Director, and Mr. R. Yamazaki, Director, of the Japanese Ministry of International Trade. The state has had a European Trade promotion office in Brussels since 1963. Its Tokyo office will serve Asia and the Far East nations.

Utilities institute initiates catalog plan for exports

Link with American Express, Boulder information center can help electric customers

A comprehensive current catalog of U.S. exports that is available around the world is being linked with other export services in a new plan to increase sales of American products abroad.

This step toward promoting exports and facilitating the entrance of smaller companies into international trade is being undertaken by the Edison Electric Institute, the national trade association of power companies. The Institute will cooperate with the World Trade Information Center of Boulder, Colo., and the American Express Co., Inc., Export Marketing Service, New York.

Under the program, electric utilities will be asked to encourage their industrial customers to supply to WTIC literature on products which they are interested in selling overseas. The catalogs and other information from manufacturers throughout the U.S. will be bound into a "U.S. Products for Export Catalog File." The files will be distributed to 211 American Foreign Service posts, as well as selected commercial outlets abroad.

Credit checks

Foreign businessmen requesting information about companies whose products are listed in the files will be asked to fill out a form provided by American Express. Amexco's Amsterdam office will then run a credit check, translate the inquiry, and forward it to its New York office.

American Express, which was awarded the Presidential "E" in April for its export promotion activities, will then offer to the United States firm a free service of quoting c.i.f. prices based on the foreign inquiry.

This service effectively eliminates one of major fears of small companies considering exporting—the lack of adequate information about transportation, insurance, and financing costs and methods.

The new plan makes feasible, on a national scale, a census of manufacturers who are potential exporters. According to Keith J. Wheelahan, Area Development Manager of New Orleans Public Service and chairman of the Area Development Committee's International Trade Development Subcommittee, the program was developed as a means of participating in the National Export Expansion Program.

Advantages for both U.S. manufacturers and overseas buyers are provided by the catalog files. WTIC provides a central clearinghouse for current product and price information, through which government and business agencies around the world will be kept up to date. Foreign businessmen interested in buying U.S. products will be assured that those companies listed in the files are ready and willing to export to them.

Israel to buy U.S. goods

Israel will buy $10 million worth of a variety of imports, including raw materials, equipment and spare parts from the U.S.

The purchases will be financed by a loan authorized by the Agency for International Development to help Israel meet its foreign exchange costs. The loan will be repaid within 20 years, including a grace period of five years.

Reproduction show planned for late fall at Frankfurt Center

New law allows photo records for legal and tax audit purposes

An exceptional opportunity will be presented this fall for U.S. firms to capitalize on the growing demand for information processing, document processing, and related business systems in Western Europe. A special show-and-sell promotion of U.S. microfilming, reprographic, and advanced documentation equipment will be held at the Frankfurt Trade Center, Nov. 30-Dec. 7.

The Trade Center staff is in the process of publicizing the event extensively throughout Europe. A market survey made in Germany for the Bureau of International Commerce shows large investments being made in office reproduction equipment by financial and business firms, insurance companies, libraries, and specialty job shops.

Sales opportunities are especially favorable for U.S. manufacturers of microfilming and reprographic equipment, whose products are admired for their sophistication and quality.

Adding impetus to the expanded use of microfilm reproduction systems in Germany is a law enacted last year making photographic copies of commercial documents acceptable for tax and civil law purposes. Previously originals or carbon copies were required for tax audits.

Product lines to be included in the exhibition include:

- Microfilming, processing, storage, and retrieval equipment, including aperture card and microfiche products.
- Reprographic equipment for "in-house" reproduction centers, including such special reproduction processes as electrostatic, direct photocopy, and unconventional systems.
- Advanced collating and binding equipment for production centers and automated assembly lines for documents.
- Automated filing and document-handling equipment.
- Document preparation and special drawing room equipment (phototype makers).
- Specialized cameras, film processing, and platemaking equipment for reproduction centers, including blueprinting and transparency production.
- Peripheral equipment directly related to document/information handling and storage centers (advanced design readers and sorters for aperture cards and microfiche).
- Optical scanning, facsimile, and selected closed-circuit TV systems.

U.S. firms interested in taking part in the Frankfurt show may obtain additional information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: area code 202-WOrth 7-4733), or from any of the Department's 42 Field Offices.

VIEWING AMERICAN PRODUCTS at the Beirut Sample Display Center are (left to right) Richard Jabbour, manager of the Center; Mr. Wise, chairman of the visiting Maryland Trade Mission; a member of the Mission; and U.S. Commercial Attache Donald C. Ide. Products such as the electronic instruments of the Fisher Research Laboratory and the shoe products of George J. Kelly, Inc. are shown to potential local representatives at the Beirut Center and others in Nairobi, Manila, and Bangkok.

Toronto will be location for 1967 electronics conference

One of the largest scientific events in the British Commonwealth is scheduled for the fall of next year at Toronto, Canada. The International Electronics Conference and Exposition, set for Sept. 25-27, is actively soliciting the attendance of U.S. exhibitors and visitors.

The biennial event will for the first time be open to interested parties other than members of the sponsoring Institute of Electrical and Electronics Engineers. For further information, write: Clemens G. Blanke, Exhibits Manager, 1819 Yonge St., Toronto 7, Canada.

Teaching equipment popular at Tunis International Fair

Schoolroom equipment and advanced teaching aids caught the fancy of Tunisian buyers at the recent Tunis International Fair, and the limited amount of equipment available for immediate sale at the U.S. exhibit was quickly sold. The total value of saleable merchandise in the entire U.S. pavilion was $14,643, of which $5,894 was sold during the exhibition.

Barbecue King selected a local agent from among several applicants, and sold all its equipment at the fair. Future orders and interest indicated the presence of a strong market for the company's products. Plastic toys and models, as well as Polaroid cameras, drew large crowds.

EXAMINING AMERICAN PRODUCTS at opening reception (left), store president J. A. Van Reeuwijk (center) shows American Consul General Seaborn P. Foster the typical kitchen set up for the exhibit. Living room

furniture by Sprague and Carlton (right) originally attracted the interest of the Dutch furniture store at the Cologne Furniture Fair in January. Half the items in the Early American selection were sold during the first few weeks.

Dutch firm buys American furniture at fair for six week 'USA in Your Home' promotion

Rotterdam store sponsors exhibit of Early American style furnishings; van Reeuwijk now negotiating to represent Sprague & Carlton permanently

A visit to the Cologne Furniture Fair in January by a Dutch store executive proved to be an introduction to sales in the Netherlands for one U.S. firm at the fair.

J. A. van Reeuwijk, president of Rotterdam's largest furniture store, was so impressed with the display of Early American furniture by Sprague & Carlton, Inc., that he ordered duplicates of the entire exhibit for his store. The initial order was worth $17,000.

In order to broaden the scope of the store's promotion, the American Consulate in Rotterdam suggested that a completely equipped kitchen be included. Dupont, Joseph B. Hoffman Co., Bates Fabrics, Inc., and the Frigidaire Division of General Motors all provided kitchen equipment through their Dutch representatives.

The exhibit, entitled "USA in Your Home," ran for six weeks, ending in June. Although the idea for the show originated with the van Reeuwijk store, several U.S. government agencies contributed to the promotion. The Consul General held an opening reception, the U.S. Information Service provided press releases, and the exhibit featured posters from the U.S. Travel Service.

Van Reeuwijk undertook a major advertising campaign, and at the end of the six weeks, store officials were completely satisfied with the results of the show. Over half of the unfamiliar, and by Dutch standards expensive, merchandise was sold during the first few weeks. Negotiations are now under way with Sprague & Carlton's Dutch agent to add the American furniture to the store's line on a permanent basis.

India to sponsor exhibition of modern foundry equipment

U.S. manufacturers of foundry machinery and equipment are invited to exhibit their products at the International Foundry Exhibition, to be held in New Delhi, India, Nov. 27-Dec. 10. The exhibition will be held in conjunction with the 33rd International Foundry Congress, which will meet Dec. 4-9 to study means to increase productivity in the foundry industry. This year marks the first meeting of the Congress in an Asian City.

Write: Directorate of Exhibitions, Ministry of Commerce, New Delhi, India.

'Plastics USA' show results indicate high future sales

Exhibitors and visitors alike were almost unanimous in their praise of the "Plastics USA" exhibit held May 4-11 at the Frankfurt Trade Center. Revised estimates since the show by the 26 American exhibitors indicate expected sales of $6,923,500 during the year following the show, over $1 million more than the original estimate just after the exhibition. Actual sales at the Center were $388,550.

Total visitors registered at the show were 1,209, of whom all but 100 were identified as high caliber representatives of the European plastics industry. Completed visitor comment cards revealed that many were impressed with the number of new products on display, and almost all recommended more frequent shows of a similar nature.

S. Ronald Barnette, president of Dimensional Plastics, who was seeking European licensees, reported, "At least 20 companies desire licenses." A similar success was reported by Conair, Inc., a firm new to exporting. John Reib, president of the company, said that he had made contact "with several excellent prospective licensees."

Several exhibitors found the Trade Center show a more effective vehicle for their sales message than other methods. The president of American Engineering & Design Corp. noted that the show had "opened our sales to the European markets, which we had not previously been able to accomplish through exhibits in U.S. international shows or through correspondence."

Tel Aviv fair seen U.S. 'breakthrough'

By the close of the U.S. exhibition at the Tel Aviv International Trade Fair, over 10,000 businessmen had seen the American products on display during special trade hours, and 350,000 people had visited the pavilion during public hours. The result was $634,724 in immediate sales for the 31 U.S. firms represented at the show, with $1,726,000 in further sales expected within the year.

Four firms succeeded in finding local agents for their products. Barbecue King, Inc. appointed a representative and had off-the-floor sales of $75,000 during the fair, including $18,000 the final night of July 9. The company expects $500,000 in sales during the next year.

Fonte San Mar Tool Co.'s vice president stated before the fair that his business in Israel was less than $200 a year. During the exhibition his firm sold $40,000 worth of equipment, and predictions were for $50,000 in additional sales during the next 12 months.

Sunnen Tools had tried unsuccessfully to break into the Israeli market for three years, but the vice president for European operations stated that participation in the U.S. exhibition had been the successful key to entry into the market. He announced his firm's intention to take part in any future U.S. exhibition relating to its products.

By the show's end, most top Israeli government officials had visited the U.S. pavilion. Acting President Kadish Luz attended the opening, and Prime Minister and Mrs. Levi Eshkol saw the exhibit on July 7. Also visiting the U.S. section were Finance Minister Pinhas Sapir, and Foreign Minister Abba Eban.

Cooling units shown at Tokyo promotion

Agents for five U.S. companies cooperated recently in a promotion of ice-making and air conditioning equipment between major shows at the Tokyo Trade Center. The exhibition, July 6-8, featured equipment for commercial establishments, from heat pumps and room coolers to automatic ice makers and tea dispensers.

All equipment on display was from the agents' regular stocks. Invitations to attend the exhibition were extended to 4,300 businesses, including restaurants, hotels, hospitals, and professional engineers in the cooling field. Secretary of Commerce John T. Connor and Assistant Secretary for Domestic and International Business Alexander B. Trowbridge were surprise visitors to the show on its closing day.

The five companies represented, Vendo, Carrier, Whirlpool, Fedders, and Borg-Warner, reported a sales potential of $683,000 from the promotion, with Whirlpool registering $5,000 in off-the-floor sales.

REPLICA OF ANCIENT ROMAN PITCHER found in Cologne excavation is presented to Secretary of Commerce John T. Connor by Lord Mayor of Cologne, Theodor Burauen, in appreciation of increased American participation in the Cologne trade fairs. Over 48 American exhibitors will be represented at "Photokina," the international photographic fair to be held at Cologne, Oct. 1-9. The results of one firm's participation in the Cologne Furniture Fair in January are reported on page 8 of this issue.

EXHIBITION BRIEFS *WORLDWIDE*

MUNICH SMALL ENTERPRISE FAIR, May 12-22. 3,344 exhibitors from 44 countries, 1,527 of them from outside Germany. Machine construction, welding equipment, and home workshop equipment occupied 40% of floor space, with furniture, fashions, and office equipment also displayed. 23 AMERICAN EXHIBITORS. Attendance 350,000, over 50% of whom were considered good potential sales prospects. No sales figures, but 70% of exhibitors described results as from satisfactory to very good. Next fair, May 1967.

MEDITERRANEAN FAIR, PALERMO, ITALY, May 26—June 9. About 1,500 exhibitors from 23 countries, showing consumer and durable goods to 790,000 visitors. Nineteen AMERICAN COMPANIES, plus Trade Information Booth of U.S. Consulate General. Though Fair's sales report shows sharp sales increase over 1965, observers generally considered event disappointing, because too diffuse. Airline, postal strike also hurt. Best promotional prospects here in agricultural machinery, equipment and products. Next year's Fair dates not yet set.

DUESSELDORF EUROSHOP, June 11-15. 333 exhibitors from 11 countries, 58 from outside Germany, in store fixtures and retail display equipment. 6 AMERICAN FIRMS, represented by their German subsidiaries or agents. Attendance 30,000, 27% from foreign countries. No sales figures, but most representatives of U.S. firms considered results successful. American products in most of the categories exhibited were held to be competitive with their European counterparts. Next EUROSHOP, March 1968.

EUROPEAN EDUCATIONAL MATERIALS FAIR IN BASEL, June 24-28. 487 exhibitors from 16 countries. 20 AMERICAN EXHIBITORS. Other U.S. firms represented by European agents. Attendance 40,000 from 61 countries, the majority in the teaching profession. No overall sales figures, but most American exhibitors highly satisfied. Next fair, June 1968.

Worldwide Business Outlook

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The **Singapore** Government Economic Development Board will open an investment promotion center in New York in September to attract the interest of U.S. firms in investment in Singapore industries . . . Kundenkreditbank K.B.a.A, Dusseldorf, **Germany,** International Banking Corp., a subsidiary of the First National City Bank of New York; and other European banks dealing in installment purchasing are among participants in Sociedad de Financiacion de Ventas a Credito S.A. in Madrid, Spain . . . **France's** January-May imports from the U.S. ($504.6 million) were 8.9% above the comparable period 1965. Total imports amounted to $4,928.2 million, 14% above the same period of 1965 . . . **Switzerland** expects employment to increase 2.2% between 1965 and 1970 and total 2.7 million . . . Natural gas sales in **Netherlands** are expected to top 3.5 billion cubic meters this year, double that of 1965. Industrial gas consumption share is expected to continue to rise, exceeding 31.6% of total sales registered last year. The industry share in 1964 was 25.4% . . . The Astilleros Company, a shipyard in Cadiz, **Spain,** has been awarded a contract for construction of a 94,000 ton tanker—the largest vessel ever to be built in Spain—for the Gulf Oil Corporation. Work on the vessel is expected to begin in late 1966 with completion planned for 1968 . . .

German production, labor force, industrial growth rate up to 1980 projected in detailed economic study

Private research institution in Basel releases forecasts on developments in Germany during the next 14 years

What will be the size of Germany's Gross National Product, industrial production and labor force in 1980?

Which industries will have the most favorable rates of growth during the next 14 years?

Which German states will achieve above-average rates of growth?

A detailed forecast of German economic developments, "Economic and Demographic Developments in the Federal Republic of Germany and Its States, 1950 to 1980," answers the above questions and many others.

The complete study, available on a subscription basis only, was prepared by PROGNOS AG, a private economic research institution in Basel, Switzerland.

Economists' assumptions

To make this study, PROGNOS AG's economists assumed that no major political disturbances will occur during the period covered, progress in the removal of trade barriers will continue, and excessive inflationary tendencies will be successfully overcome.

The study finds that Gross National Product (GNP) in 1954 prices will double between 1964 and 1980, giving an average real rate of growth per annum of 4.5 to 5%.

Industrial production will continue to be the mainstay of economic expansion, achieving approximately the same growth rate as GNP. Those industries in which above-average rates of growth will occur are synthetic materials, petroleum processing, chemicals, electrical and electronics, paper and pulp, non-ferrous metals, vehicle construction and rubber and asbestos.

Slower industries

Those with below-average growth rates will be textiles, clothing, fine ceramics, sawmills and woodworking, leather, mining and shipbuilding.

Machinery, vehicles, chemical products, electric and electronic products will make up more than 50% of German exports, which will go largely to countries enjoying more than the average economic expansion.

In 1980, the average German consumer will spend DM 5810 on goods and services, calculated in 1954 prices, compared with DM 3210 in 1964. (In 1954, U.S. $1 equalled DM 4.20).

GERMAN TRAINEE IN INTERNATIONAL PROGRAM: Peter Hohn of Hamburg, Germany, is welcomed in Elkhart, Ind., by George O. Peckham (left) president of the Adams & Westlake Co., and company controller Wendell Miller. Hohn is in U.S. on three months traineeship at the Indiana diversified manufacturing firm. His assignment is with the AIESEC international exchange program that has links with 400 U.S. firms and companies in 38 countries. Better training in productivity is a German need today.

GERMAN INDUSTRY'S FAST PACE is on view here at Duisberg-Feld. Economists have predicted in the first study of its kind that the country's industry will continue to grow in the next several years.

The acutely tight labor situation will continue for at least another 10 years, with an annual increase of no more than 0.5% in the size of the labor force. In 1970, the number of domestic workers will be 80,000 lower than in 1965; in the 15-25 age group a decline of 150,000 employees will take place.

Afterwards, probably beginning in 1975, the domestic labor force will begin to expand. In the meantime, a continued drive toward rationalization and high productivity advances will take place.

More foreign workers

The number of foreign workers employed in Germany will expand to 1.5 million in 1970 and 1.8 million in 1975. Total population will grow by 9.6% between 1964 and 1980 to about 64.2 million.

The relative economic significance of the various German states will change considerably in the period under consideration. Hesse, Baden-Wuerttemberg and Bavaria have the best prospects for economic growth. North Rhine-Westphalia, today the most economically important of the states, the Saar Territory, and the three city-states of Bremen, Hamburg, and West Berlin will not grow as rapidly as the other states.

Geographic considerations

North Rhine-Westphalia and the Saar Territory are burdened with a large portion of the less dynamic mining industry. The growth of Hamburg and Bremen is heavily dependent on the shipbuilding industry, the geographic location of the two ports is considered less favorable than those located in the center of the Common Market. Special geographic and political considerations play an important role in West Berlin.

The PROGNOS study and the projection of the more important economic factors should be of considerable interest, particularly since no official projections so far ahead have been undertaken. The conclusions are—by nature of such projections — greatly determined by the assumptions on which this exercise is based.

Problems hit film industry in Austria

Production, attendance decline; studio capacity not fully utilized

Austria's motion picture industry during 1965 and the first quarter of 1966 confronted declining production and theater attendance, lack of sufficient ready capital to finance films, and the small market which yields revenues covering only about 10% of production costs.

The closing of movie theaters has further narrowed the market, so that the Austrian producer is more than ever dependent on the West German market. The capacity of Austrian studios is about 30 feature films annually, not been fully utilized since 1957 when 29 Austrian films were produced.

The Austrian motion picture industry produced 17 full-length feature films in 1965. Included in this figure were three co-productions. Nineteen feature films were completed in 1964. It is expected that only about 10 features will be produced during 1966.

Best foreign customers

The main foreign customer for these films is West Germany. Switzerland and the Scandinavian countries also are among the regular customers. Exports to other countries are minimal.

In general, Austrian authorities have a liberal policy on importation of foreign films. A total of 433 new foreign feature films were released in 1965 compared to 449 in 1964. The U.S. supplied 139 of these new releases (136 in 1964). Other principal suppliers in 1965 were Italy with 49, United Kingdom 40, West Germany 27, France 17; the remaining films primarily co-productions, particularly French-Italian.

The 1965 film supply was characterized again by a decrease in German-language films. In the past six years the share of German-language films in the Austrian market dropped by more than 50%, while there has been a proportionate increase in the market share of Italian, French, and British films.

For the eighth consecutive year, movie theater attendance declined, reaching an all-time low of 72.1 million, 5.5% below 1964.

On Mar. 1, 1966, there were 1,183 movie theaters in operation in Austria; 142 theaters have closed since 1960.

Liberia's new incentive code designed to clarify foreign investment policy

Foreign trade virtually free of regulation and restrictions; no limitation on movement of capital into or out of country

In April the Republic of Liberia adopted an Investment Incentive Code which is designed to clarify and implement the country's traditional "open door" policy for foreign investment. Over the years the basis of the Liberian economy has been the free enterprise system. The U.S. dollar is used as the medium of exchange.

Liberian regulations and restrictions on business have traditionally been minimal. Foreign exchange transactions are unrestricted and foreign trade is virtually free of regulation. American investment has responded to these conditions with significant investments in iron mining operations, rubber plantations, and the shipping industry.

Liberal policy continued

Continuing investment policy in Liberia permits the unrestricted movement of capital into or out of the country. There is no limitation on transfers of earnings out of the country. Though the Government does not prescribe limits to the control that foreigners may exercise over their business operations within Liberia, it does encourage foreign firms to enter into partnerships with Liberian citizens and stipulates that only Liberian citizens may own real estate within Liberia. Foreign firms and individuals, may, however, own buildings on Liberian-owned land held under long term leasing arrangements.

Specific benefits

Specific benefits which have now been enacted under the Investment Incentive Code serve to clarify the climate for investment further. One provision gives qualifying firms nearly automatic five-year tax exemptitons and tariff exemptions on materials and products used in manufacturing operations. Total net income exempted from tax is generally limited, however, to a maximum of 150% of the total capital investment at the time production is begun. Firms may also take advantage of moderate personal and corporate tax rates as well as the facilities of the Monrovia Free Port. Qualifying enterprises include those engaged in processing, fabricating or assembling raw or semi-finished materials into commercial goods and those engaged in operations such as agriculture, logging, and fishing. Also authorized under the Code in individual cases is tariff protection for "infant industries".

Government loans

Other benefits enacted include: provisions for certain technical assistance, the possibility of Liberian Government loans or equity participation, and easy leasing arrangements of Government-owned lands in industrial parks. All benefits are granted at the discretion of the Liberian Government upon application to the Department of Commerce and Industry in Monrovia. Assistance and information for completing applications can be obtained from the Liberian Development Corporation, Treasury Building, Monrovia. For copies of the Investment Code **write:** either the Development Corporation or Checchi and Co., 818 Connecticut Ave., Washington, D.C.

U.S. traders and investors will also find the new Department of Commerce publication, "Establishing a Business in Liberia," helpful in providing details on the Code and other factors affecting business operations in Liberia. **Write:** Superintendent of Documents, Government Printing Office, Washington, D.C. at a cost of 15¢.

Austria opens up import quotas for U.S. poultry

The Austrian Government has announced the opening up of the following import quotas for U.S. poultry for 1966: broilers: 300 metric tons, and chicken parts: 1500 metric tons. The Government stated further that if these quotas should prove to be insufficient, increases will be considered.

Nigeria signs agreement with European community

Nigeria and the European Economic Community (EEC) have signed an agreement providing for Nigeria's association with the Community. When ratified, the treaty will become the first such African/EEC relationship not based on historic ties; Nigeria on her part will become the first Commonwealth nation to grant preferences to the EEC.

Under the agreement the EEC will accord Nigerian goods the same preferential tariff treatment accorded the goods of the present eighteen associated African States, except for cocoa beans, plywood, and peanut and palm products, for which annual tariff quotas will be fixed. It is reported that Nigeria will give the EEC a two to five percentage point tariff preference on 26 products, including engines for motor vehicles; automatic vending machines; phonographs; macaroni products; butter; brandy; hats; imitation jewelry; and various preserved fish, vegetables and fruits.

Alcoholic beverage imports restricted by Dominicans

Foreign manufacturers of alcoholic beverages who wish to introduce their products into the Dominican Republic are required to affix special identification stamps to each bottle or container, according to Law 259, dated June 18.

The stamps can be paid for by the importer at local Dominican Internal Revenue offices at a cost of one cent for containers of one or more liters capacity and a half cent for containers of less than one liter. Once paid for, the stamps will be forwarded to the foreign manufacturer. Beer, wines and sweet liquors are specifically exempted from the provisions of this law.

Mexico rebates cotton tax

The Mexican Government will rebate 97% of the cotton export tax, beginning this month, to meet the anticipated decline in international prices and keep the Mexican cotton industry more competitive in world markets.

Export taxes on various grades of cotton range from 5 up to 30% of an official price or the invoice price, whichever is higher, plus a surtax of 2% of the duty.

Germans to tighten anti-dumping rules

The German Parliament passed on June 29 a law designed to tighten German anti-dumping regulations. This law is intended to incorporate the provisions of Article 17 of the EEC's draft anti-dumping regulation into the German anti-dumping regulations.

This supplement provides for the application of preliminary anti-dumping or countervailing duties under certain conditions: the German Government must have reason to assume with a high degree of probability that the imported commodities are being dumped, granted premiums, or subsidized; that these imports are therefore causing or threatening to cause significant damage to the domestic industry, or are retarding the development of this industry; and that the damage is imminent and must be averted promptly in the interest of the public.

Preliminary duty

A preliminary duty will then be set equal to the estimated dumping margin or level of the premium or subsidy, and have a duration of no longer than three months. During this three months' period, a thorough examination of the dumping charges will be conducted. If the German Government then finds that dumping is occurring, a permanent levy will be imposed, retroactive to the date on which the preliminary duty was applied. This permanent duty cannot be higher retroactively than the preliminary duty, which will be removed once the finding has been made.

The authors of the bill believe that it will not exclude favorably priced items from the German market. They point out that evidence of dumping and of resulting hardship to the domestic industry is required before the preliminary duty can be imposed, and that a final decision must be made within three months.

Import certificates issued

Certificates of Origin issued by the Ministry of Trade of the Republic of Indonesia are now available with respect to direct importation into the U.S., or on a through bill of lading, from Indonesia of processed human hair (wigs, etc.).

Australians criticize packing, marking of U.S. shipments

The Commonwealth of Australia Stevedoring Industry Authority is presently engaged in an analysis of procedures, practices and problems at Australian ports. Two problems have been noted, so far, which apply particularly to shipments from the United States:

Packing—American export packing is frequently of poor quality and containers are often constructed of only soft wood or cardboard. Many times, goods come in their regular domestic packing without any provision for the additional and possibly more severe handling encountered in export shipments. Thus merchandise is needlessly damaged and the Australian importer is unnecessarily inconvenienced.

Marking—It saves a great deal of time and effort if the port of destination and the identifying marks of the particular shipment are clearly indicated and are located where they can be readily seen. Frequently there is so much advertising and other printing on all six sides of a container that it is difficult to locate the identifying marks. Advertising on the outside of a shipping carton is also frequently an open invitation to pilferage.

Dominican Republic lowers tariff on most machinery

The Dominican Republic has established a single ad-valorem tax of 5% on its imports of industrial and agricultural machinery, equipment, or spare parts.

Under Law 282, enacted June 29, recently enacted legislation under Law 242 was broadened and clarified, replacing a combination of levies on most products totaling over 60% of their f.o.b. value.

Brazil lifts exchange limits

The Brazilian Government has transferred 211 tariff items from the Special Import Category to the General Category, and thereby exempted them from exchange restrictions. Effective July 27, this third list issued since January, brings the total items so transferred to approximately 800.

Of major significance, in the latest list, are certain fresh and dried fruits, animal and vegetable fats and oils, certain sugar products, hardware items, and furniture.

EEC publishes tariff quotas for five products imported from non-member states

The European Economic Community has published tariff quotas for the following products imported from third countries into member states. These quotas are valid for the current semester of calendar 1966, except the last two, which are for the 2nd quarter of 1966. They are listed below by Common External Tariff (CXT) number, followed by product description, member state/s to which granted, quota in metric tons, and in percent ad valorem in-quota rate (followed by the full CXT in parenthesis):

7302C—Ferrosilicon, Netherlands, Belg.-Lux., respectively, 2700 and 9900, Free (10, with annual quota for all ECC countries of 12,600 m.t.; 7302EI—Ferrochromium, containing by weight up to 0.1 percent of carbon and more than 30 through 90 of chromium, Italy, Belg.-Lux., Netherlands, respectively, 2000, 365, 35 (eight, with annual quota for all ECC countries of 2400 m.t.; 7302H—Ferromolybdenum, Netherlands, Luxemburg, respectively, 12.5 and 22.5, one (seven).

5004—Silk yarn, other than yarn of noil or other waste silk, not put up for retail sale, F.R. Germ., 30, 2.5 (12, reduced to seven until 3/2/66 and still seven); 5005—Yarn spun from noil silk, not put up for retail sale, F.R. Ger., 84, one (seven, reduced to five until 3/2/66 and still five).

These last two quotas to Germany for the 2nd Q. 1966 (30 and 84 m.t., respectively) extend and increase 1st Q. ones of ten and 28 m.t.

Norway ups excise taxes

The Norwegian Government has increased the excise taxes on beer, spirits, gasoline and tobacco. The tax increase amounts to 2.1 cents per liter of beer, 9.8 cents per liter of spirits, 1.4 cents per liter of gasoline and 14 cents per 100 cigarettes. The excise tax increases are expected to raise Government revenues by $22 million annually.

Dominicans drop disc tax

Phonograph records featuring classical music and for use in language training may be imported into the Dominican Republic free of import duties and taxes by Law 276.

Brazil to build dam and 115,000 kilowatt hydroelectric unit

Power plant to be located on Doce River in southeast

A 115,000-kilowatt hydroelectric project will be built in southeastern Brazil, about 300 miles northeast of Rio de Janeiro. The project is expected to be in initial operation in 1971 and to accelerate industrial and agricultural development in this area of Brazil.

The hydroelectric plant, including a concrete dam 2050 feet long and 92 feet high, will be located at Mascarenhas on the lower Doce River. It will cost a total equivalent to $31.9 million; $21.6 million from Brazilian sources and $13.3 million from a loan authorized by the Agency for International Development to ELETROBAS, the Brazilian power authority.

The bulk of the AID loan will enable the Companhia Central Brasileira de Forca Eletrica to finance the dollar costs of three 38,500-kilowatt generating units, transmission distribution facilities, other equipment and technical services. About $3 million is for transmission-distribution facilities and technical services.

Two of the generating units are expected to be in operation by 1971 and the third by 1972. A tie-in is planned with the power grid of the neighboring state of Minas Gerais to obtain another 50,000 kilowatts of electricity.

The loan to CCBFE, guaranteed by ELETROBRAS, will be repaid in dollars to AID within 24 years, including a four-year grace period.

IDB authorizes loan to improve, expand Quito's water system

The Inter-American Development Bank has approved a loan equivalent to $12 million to help improve and expand the potable water supply system of Quito, Ecuador.

The loan, extended from the Bank's Fund for Special Operations, was made to the Municipality of Quito and will be used by the Empresa Municipal de Agua Potable, the agency in charge of the city's water system.

The project is the first stage in a program designed to provide an adequate water supply system for the city up to 1994.

The program's first stage, whose total cost is estimated at $17.5 million calls for construction of intake facilities; storage tanks and a treatment plant; water pipes, storage ponds and feeder networks; and complementary works including secondary distribution networks and the purchase of 10,000 water meters.

U.S. nets profit on prepaid aid loan

The International Products Corp. of Paraguay has prepaid a U.S. loan, netting the country a $311,330 profit.

Chairman of International Products Corp., Hickman Price, Jr., paid over $2.1 million in exchange for its notes and convertible debentures held by the Agency for International Development as collateral for the loan, which was due in 1969.

The profit came from a premium of $287,345 on the convertible debentures plus interest. This is the first time AID has earned a premium on a particular loan transaction.

The International Products Corp., whose headquarters are in Washington, D.C. controls seven large cattle ranches and a large meat packing operation in Paraguay. It is the largest privately owned corporation in Paraguay and the country's largest foreign exchange earner.

Assistance to the International Products Corporation was initially given by an AID predecessor in 1958 when a loan of $2,600,000 was authorized for five years, payable at 5¼ percent interest, to improve its meat packing plant, develop its ranches and other facilities. When meat prices weakened, the loan terms were extended in 1961 and 1962.

Payment on the loan was resumed in 1964 when the company was reorganized under Mr. Price, formerly an assistant secretary of Commerce, as chairman, and beef prices improved.

Assets of the corporation were acquired this week by a subsidiary of the Ogden Corporation, of New York, which will continue to operate the enterprise under the name of International Products Corporation and with the same management.

47 States share in aid exports financed by U.S.

Arizona, Idaho, Nevada join first quarter participants

Forty-seven states shared in foreign aid exports financed by the U.S. during the first half of 1966.

The figure marks an addition of Arizona, Idaho and Nevada to the number of states participating in this production at the end of the first quarter of the year.

The total is based on a production-source sampling of the Agency for International Development-financed procurement within the United States, reflecting $333,359,451 in sales during the first six months of 1966. The sampling covers only part of all AID-financed commodity procurement in the United States. With developing countries' use of AID credits generally restricted to purchases from U.S. suppliers, actual U.S. export volume under AID financing currently runs about $1.2 billion annually.

Some 31 states recorded totals in excess of one million dollars. The top 11 states, each showing more than $10 million for the half-year, are Illinois, New Jersey, Ohio, Texas, New York, Virginia, Pennsylvania, Michigan, California, Louisiana, and Florida.

The production involves goods purchased by developing countries as essential to their industrial, commercial, and agricultural development. AID dollar credits, largely in the form of repayable loans, make these purchases possible.

Bolivian bank will offer industrial credit program

The Bolivian Banco Industrial, a private industrial credit bank in La Paz, will finance a $1 million industrial credit program with a loan from the Inter-American Development Bank.

The loan funds will be used to provide credit to establish or expand private industrial plants which contribute to economic development through import substitution, export diversification, more efficient use of domestic raw materials, and greater labor employment.

Sport shirts firm wants U.S. company to aid in expansion

A Sao Paulo manufacturer of men's and boys' sport shirts made of synthetic fibers seeks a joint venture with a U.S. company to expand production.

The U.S. firm is asked to invest between $60,000 and $70,000 to be used mainly for working capital. The Brazilian firm would also consider a joint venture combined with a licensing arrangement.

The Sao Paulo firm's shirts are reportedly the best on the Brazilian market and are retailed by the most prominent stores in Sao Paulo and Rio de Janeiro.

The firm, established in 1961, has approximately 37 employees and its plant equipment includes 27 production machines for spooling, weaving and finishing fibers. Current production is estimated at between 25,000 and 30,000 shirts annually.

The firm plans to automate its operation as much as possible, and eventually export a part of its shirt production.

U.S. firms interested in exploring this proposal are advised to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Brazilian company.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

To obtain further details about the proposal **write:** Laercio Moacyr Marques, Rua Carlos Meira 409, Sao Paulo, Brazil. WTD.

Indian firm proposes venture to manufacture cutting tools

An Indian manufacturer and exporter of salt, gypsum and light magnesium carbonate seeks a joint venture with an experienced U.S. firm to produce such cutting tools as reamers, counter sinks, threading dies and milling cutters.

Total cost of the project is estimated at $840,000. A U.S. participant is asked to provide approximately $330,000 to be used for the purchase of machinery and equipment, plus technical know-how including the services of U.S. technicians and an option on available patents and trademarks.

Current plans call for building the plant at Kandla, a port city in Gujarat State. According to the Indian firm, such basic services as electric power, water and transportation facilities are available at the site. High speed steel, a basic raw material, would have to be imported.

The Indian firm plans to market 75% of its production domestically and export the balance to countries in Africa and South East Asia.

The company has received a letter of intent from the Indian Government to establish the cutting tool facility.

Write: Bharat Salt and Chemical Industries (Mundra-Kutch) Ltd., Podar Chambers, Parsee Bazar St., Bombay 1, India. WTD.

FERTILIZING MACHINERY

An Australian manufacturer of materials handling equipment seeks a license to produce such fertilizer dispensing equipment as blender-mixers, spreaders and conveyors.

The firm, which operates a well-equipped machine and fabrication shop, does its own designing and drafting. It has approximately 100 employees and adequate room for expansion. The company is located in Albury, a city about midway between Sydney and Melbourne on the main rail line and adjacent to a fertile farming area.

The managing director of the Australian firm plans to visit the U.S. early next year to discuss any interesting proposals offered by U.S. companies in response to this opportunity.

Write: D. J. Delarue & Co. Pty. Ltd., P.O. Box 502, Albury, N.S.W., Australia. WTD.

PHARMACEUTICALS

An Italian pharmaceutical manufacturer seeks a cross licensing arrangement with a U.S. firm to produce and distribute quality cosmetics in Italy and seeks a U.S. licensee to produce pharmaceuticals.

The firm specializes in the manufacture of biological preparations for the treatment of heart, liver and Addison's diseases. It operates a modern plant in a suburb of Genoa and has 45 employees.

Write: Istituto Bioterapico Genovese S.p.A., Piazza Rosetti 3B, Genoa, Italy.

PLASTIC BUILDING COMPONENTS

A Vienna manufacturer of plastic structural shapes and building components and plastic window frames seeks a cross licensing arrangement with a U.S. firm.

The Austrian company is interested in a license to produce newly developed plastic building components and seeks a U.S. licensee to manufacture its plastic window frames.

Established in 1953, the Austrian firm operates a modern plant several miles outside of Vienna equipped with up-to-date extrusion machines and has about 40 employees.

Write: H. & F. Kundigraber, Ferdinandstrasse 13, A-1020 Vienna, Austria. WTD.

FABRICATED METAL PRODUCTS

A Belgium fabricator of steel bridge sections, railroad tank cars and welded pipe seeks a license to manufacture materials handling equipment, welded pipe with a 16 inch minimum diameter and such construction equipment as excavators, travelling cranes, and earth moving machinery.

The firm's facilities, which produce 1,000 tons of steelwork per month, are located about 25 miles from Brussels. The plant has a railroad siding and is accessible to highway transportation.

Established in 1893, the Belgian company has annual sales of approximately $4 million and 500 employees.

Write: Usines de Braine-le-Comte, S.A., Braine-le-Comte, Belgium. WTD

SPECIAL INDUSTRY MACHINERY

A Dutch importer and manufacturer of equipment and supplies for the food, beverage and pharmaceutical industries seeks a license to make newly developed equipment and machinery for these industries.

The company is interested in manufacturing machinery for the bottling, processing, packaging and labeling of various products.

Write: N. V. Merwestein, 97 Zwetstraat, The Hague, Netherlands. WTD.

PUMPS

A British pumps manufacturer seeks a license to produce centrifugal pumps, positive displacement pumps and allied products.

Write: Royle McAlpine Pumps Ltd., Gartons Lane, Sutton Manor, St. Helens, Lancashire, England. WTD.

Brazilian producer seeks U.S. partner in LP gas venture

A Brazilian producer of rubber solvents, commercial hexane and turpentine seeks a joint venture with an experienced U.S. firm to expand present production and begin the distribution of liquefied petroleum gas. The Brazilian company has also received a license to distribute gasoline and kerosene and plans on developing this operation at a later date.

The U.S. participant is asked to invest $350,000 in return for a 50% interest in the proposed enterprise to complete construction of three large storage tanks, a power plant and the enlargement of the Brazilian firm's truck fleet. Technical assistance may also be asked of the U.S. investor.

Reportedly, all Brazilian firms producing and distributing petroleum products are subject to government quotas based on sales volume. The Sao Paulo firm has reportedly initiated the construction of three 130,000 gallon tanks in order to increase its quota and double present sales. Current monthly gross sales are approximately $80,000.

The firm maintains operating facilities on a 7,000 square yard site in Osasco, an industrial complex 10 miles from Sao Paulo.

Untapped region

With the construction of additional facilities, the company plans to distribute liquefied petroleum gas in populous areas in the States of Panama, Sao Paulo and Minas Gerais. This region, assigned to the firm by the Brazilian Government, reportedly has not been developed by LP gas distributors.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Brazilian company.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further information **write:** Competroleo S.A. Comercio e Industria de Derivados de Petroleo, Rua Libero Badaro 293, 22° andar, Sao Paulo, Brazil. WTD

METALWORKING MACHINERY

A large, well-established German manufacturer of rolling mill machinery seeks to diversify its operations through a licensing arrangement with a U.S. firm.

The firm wants to produce heavy mechanical and hydraulic presses, extrusion and veneering presses, injection molding machines and die casting machines for non-ferrous metals.

The company has 2,500 employees and annual sales of approximately $34 million.

Write: Siemag Siegener Maschinenbau GmbH, 5913 Dahlbruch, Kreis Siegen, Germany, Attn: Mr. Helmut v. Kapff. WTD.

PRINTING INKS

A Belgian printing ink manufacturer seeks a license to make special varnishes and coloring matter used in the production of lithographic and typographic inks.

The Brussels firm, one of the three largest Belgian printing ink manufacturers, was established in 1930. It currently produces 2,200 tons of printing ink annually, but production capacity is 4,000 tons. The installation of an additional production line in the near future will raise annual capacity to 10,000 tons.

Write: Trenal S.A., 84-86 Rue des Deux Gares, Anderlecht-Brussels, Belgium. WTD.

ELECTRONIC DEVICES

A French manufacturer of small precision springs and parts, special tools and subassemblies for the electronics and space industry seeks a license to make electro-mechanical subassemblies for the electronics industry.

Established in 1934, the firm employs 400 persons plus 8 traveling salesmen. Its well equipped plant has 50 machine tools and about 30 presses.

Additional facilities include shops for heat treating and electroplating.

Write: Ets Auge & Cie, 23 Rue de la Mouillere, Besancon-25 (Doubs), France. WTD.

MOTOR VEHICLES

A Belgian firm currently engaged in automobile assembly is interested in a license to assemble, service or recondition trucks, busses and such engineering equipment as bulldozers and tractors destined for distribution in Common Market countries.

The firm has 150 skilled employees and seeks to expand its operation. It would also consider a joint venture arrangement. **Write:** Automobiles Miesse S.A., 28-46 Rue des Goujons, Brussels 7, Belgium. WTD.

Brazilian chemical processor wants licensing arrangement

A Brazilian processor of chemical raw materials for manufacturers of pharmaceutical and veterinary products seeks a licensing arrangement with an experienced U.S. producer in the same field.

The firm's plant is located in Jacarei, about 60 miles from Sao Paulo, and has approximately 65 employees. Reportedly, the Brazilian firm plans to acquire new machinery and equipment in order to double present production. Currently, the company markets its products in Brazil, Colombia and Mexico. Annual sales are estimated at $500,000.

U.S. firms interested in investigating this opportunity should familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Brazilian company.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further information **write:** Mr. Eugenio Veiga Giraldez, Rua Joaquim Tavora 550, Sao Paulo, Brazil. WTD

TELECOMMUNICATIONS EQUIPMENT

A Brussels manufacturer of radio telephone transmitting and receiving sets seeks a license to poduce newly developed UHF and SSB radio telephone sets of the military type and related telecommunications equipment.

Write: Societe Belge Oerlikon S.A., 12 Rue Belliard, Brussels, Belgium, attn: Mr. M. Anckaert, Manager. WTD.

TUFTED CARPETS

A license to manufacture tufted carpets and plastic coated textile material is sought by a Belgian producer of carded wool yarn and mixed yarn interested in expanding its activities. The firm has space available for additional machinery and equipment.

Write: Mr. A. L. Beyens, Fantafil S.A., 43 Rue de l'Abattoir, Ensival, Belgium. WTD.

PLASTIC ARTICLES

A Dutch manufacturer of ballpoint pens and other plastic items seeks a license to produce plastic articles in the stationery and gift field suitable for school, office and household use.

Write: Dutch and Oriental Trading, 2 Molenstraat, P.O. Box 597, The Hague, The Netherlands. WTD.

UN approves 55 projects

Undertakings include studies of natural resources, training local personnel and research

Fifty-five new projects and two supplementary earmarkings at an estimated total of $161,349,400 were approved at the June meeting of the Governing Council of the United Nations Development Program. The UNDP will contribute $63.1 million.

Of the 55 new projects approved, 30 are major surveys of natural resources and industrial feasibility studies, 20 are for the promotion of advanced education and technical training, and five are for applied research projects.

At the session of the Governing Council in January 1966, the United Nations Special Fund and the Expanded Program of Technical Assistance were merged into the United Nations Development Program. During 1965, the United Nations Special Fund and the Expanded Program of Technical Assistance (EPTA) had spent $115 million in support of more than 3,000 projects, benefiting some 150 countries and territories.

The projects range from large-scale pre-investment undertakings of the Special Fund to a variety of advisory and training services provided by the Expanded Program of Technical Assistance. The work is being continued by the UNDP in partnership with the governments and with agencies of the United Nations.

Together, the two former programs provided 5,633 experts, $19 million worth of equipment and over 3,000 fellowships in 1965. The largest outlays were for agricultural improvement and the promotion of industry. The largest share of assistance—33.4%—was received by Africa. Asia and the Far East accounted for some 27% and the Americas for some 24% of the expenditures under both programs during the past year. The remainder helped to finance projects in the Middle East, Europe and interregional activities.

The Special Fund, in operation since 1959, has approved assistance for 604 large-scale pre-investment projects expected to cost $1,406 million upon completion. Of this amount, $823 million is being contributed by the recipient governments, and $583 million by the Special Fund.

Following is a list of projects approved by the Governing Council at its June meeting. Projects are listed by number, country, type assistance recommended and the designated executing agency.

Firms interested in obtaining detailed summaries on the projects should direct their inquiries to: John Malone, the Trade Opportunities Staff, BDSA-624, Office of Marketing and Services, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. In order to expedite the handling of inquiries, firms should include the project number and country in their requests, e.g., DP/SF/R.2/Add. 1: Algeria.

DP/SF/R.2/Add. 1—ALGERIA: National Institute of **Productivity and Industrial Development,** Algiers; Executing Agency: The International Labour Organization (ILO).

DP/SF/R.2/Add. 2—ARGENTINA: **Investigation of porphyry copper type mineralization** in the provinces of Mendoza and Neuquen; Executing Agency: The United Nations (UN).

DP/SF/R.2/Add. 3—AUSTRALIA: **Secondary teacher training college,** Goroka, New Guinea; Executing Agency: The United Nations Educational, Scientific and Cultural Organization (UNESCO).

DP/SF/R.2/Add. 4—BOLIVIA: **Integrated transport survey;** Executing Agency: The International Bank for Reconstruction and Development (IBRD).

DP/SF/R.2/Add. 5—BULGARIA: **Management training centre for engineers and economists,** Sofia; Executing Agency: ILO.

DP/SF/R.2/Add. 6—BURUNDI: **Royal School of Administration,** Bujumbura; Executing Agency: UN.

DP/SF/R.2/Add. 7—CAMBODIA: **Strengthening of the Directorate of Electric Power;** Executing Agency: UN.

DP/SF/R.2/Add. 8—CEYLON: **Institute of Surveying and Mapping,** Diyatalawa; Executing Agency: UN.

DP/SF/R.2/Add. 9—CHILE: **Assistance in strengthening the National Forestry Service;** Executing Agency: The Food and Agriculture Organization of the United Nations (FAO).

DP/SF/R.2/Add. 10—CHILE: **Detailed mineral investigation** of selected zones in Atacama and Coquimbo provinces; Executing Agency: UN.

DP/SF/R.2/Add. 11—COLOMBIA: **Marine fisheries development project;** Executing Agency: FAO.

DP/SF/R.2/Add. 12—CYPRUS: **Surveys, demonstration and planning of water resource utilization;** Executing Agency: FAO.

DP/SF/R.2/Add. 13—DAHOMEY: **Pilot agricultural development** in the Oueme Valley; Executing Agency: FAO.

DP/SF/R.2/Add. 14—ECUADOR: **Work-oriented adult literacy pilot project:** Executing Agency: UNESCO.

DP/SF/R.2/Add. 15—EL SALVADOR: **Agricultural diversification of marginal coffee-growing areas;** Executing Agency: FAO.

DP/SF/R.2/Add. 16—GHANA: **Preparation of a master plan for water supply and sewerage for the Accra-Tema Metropolitan Area (Phase II);** Executing Agency: The World Health Organization (WHO).

DP/SF/R.2/Add. 17—GUINEA: **National Centre for Management Development and Training, Conakry;** Executing Agency: ILO.

DP/SF/R.2/Add. 18—GUINEA: **Road transport improvement;** Executing Agency: IBRD.

DP/SF/R.2/Add. 19—INDIA: **Land and water use and management in the Chambal-irrigated area, Rajasthan;** Executing Agency: FAO.

DP/SF/R.2/Add. 20—IRAN: **Development of the Caspian forests;** Executing Agency: FAO.

DP/SF/R.2/Add. 21—IRAQ: **Management Development and Supervisor Training Centre, Baghdad (Phase II);** Executing Agency: ILO.

DP/SF/R.2/Add. 22—ISRAEL: **Electrodialysis pilot plant, Mashabei Sade;** Executing Agency. UN.

DP/SF/R.2/Add. 23—IVORY COAST: **Survey and development of pelagic fish resources;** Executing Agency: FAO.

DP/SF/R.2/Add. 24—JAMAICA: **Productivity Centre, Kingston;** Executing Agency: ILO.

DP/SF/R.2/Add. 25—JORDAN: **Establishment of a mineral exploration unit;** Executing Agency: UN.

DP/SF/R.2/Add. 26—LIBERIA: **Assistance to the National Planning Agency, Monrovia (Phase II);** Executing Agency: UN.

DP/SF/R.2/Add. 27—MALTA: **Wastes disposal and water supply;** Executing Agency: WHO.

DP/SF/R.2/ADD. 28—MEXICO: **Centre for Training Graduate Engineers and Professors of Engineering Science and Technology, Mexico City;** Executing Agency: UNESCO.

DP/SF/R.2/ADD. 29—MONGOLIA: **Polytechnic Institute, Ulan-Bator;** Executing Agency: UNSECO.

DP/SF/R.2/ADD. 30—MOROCCO: **Selected feasibility studies in the Sebou Basin and the Western Rif region;** Executing Agency: FAO.

DP/SF/R.2/ADD. 31—NIGER: **Surveys for the agricultural development of the Dallol Maouri;** Executing Agency: FAO.

DP/SF/R.2/ADD. 32—NIGERIA: **Road development survey in Northern Nigeria:**

Executing Agency: IBRD.

DP/SF/R.2/ADD. 33—PAKISTAN: **Supplementary assistance to the soil survey in East and West Pakistan**; Executing Agency: FAO.

DP/SF/R.2/ADD. 34—PANAMA: **National Service for Crafts and Small Industries (SENAPI), Chitre**; Executing Agency: ILO.

DP/SF/R.2/ADD. 35—PARAGUAY: **Forestry and forest industries development**; Executing Agency: FAO.

DP/SF/R.2/ADD. 36—PHILIPPINES: **Feasibility survey for the hydraulic control of the Laguna de Bay complex and related developmental activities**; Executing Agency: UN.

DP/SF/R.2/ADD. 37—PHILIPPINES: **Master plan for a sewerage system for the Manila Metropolitan Area**; Executing Agency: WHO.

DP/SF/R.2/ADD. 38—REPUBLIC OF KOREA: **Extension Services Department in the Medium Industry Bank, Seoul**; Executing Agency: ILO.

DP/SF/R.2/ADD. 39—RWANDA: **National Pedagogical Institute, Butare**; Executing Agency: UNESCO.

DP/SF/R.2/ADD. 40—SAUDI ARABIA: **Irrigation development in the Wadi Jizan**; Executing Agency: FAO.

DP/SF/R.2/ADD. 41—SENEGAL: **Establishment of a master plan for water supply and sewerage for Dakar and surrounding areas**; Executing Agency: WHO.

DP/SF/R.2/ADD. 42—SENEGAL: **Mineral resources survey (Phase II)**; Executing Agency: UN.

DP/SF/R.2/ADD. 43—SOMALIA: **Training school for animal health assistants**; Executing Agency: FAO.

DP/SF/R.2/ADD. 44—SOMALIA: **Water control and management of the Shebelli River**; Executing Agency: FAO.

DP/SF/R.2/ADD. 45—SPAIN: **Higher Mining Engineering School, Oviedo**; Executing Agency: UNESCO.

DP/SF/R.2/ADD. 46—SUDAN: **National Vocational Training Scheme**; Executing Agency: ILO.

DP/SF/R.2/ADD. 47—TUNISIA: **National Centre for Industrial Studies, Tunis**; Executing Agency: UN.

DP/SF/R.2/ADD. 48—TURKEY: **Forestry and forest industries development**; Executing Agency: FAO.

DP/SF/R.2/ADD. 49—UNITED ARAB REPUBLIC: **Electric Power Training Institute, Cairo**; Executing Agency: ILO.

DP/SF/R.2/ADD. 50—UNITED KINGDOM (BRITISH GUIANA): **Mineral survey (Phase II)**; Executing Agency: UN.

DP/SF/R.2/ADD. 51—UNITED REPUBLIC OF TANZANIA: **Work-oriented adult literacy pilot project**; Executing Agency: UNESCO.

DP/SF/R.2/ADD. 52—UPPER VOLTA: **Feasibility surveys for mineral development in the Northeast and associated transport factors**; Executing Agency: UN.

DP/SF/R.2/ADD. 53—VENEZUELA: **Fishery research and development project**; Executing Agency: FAO.

DP/SF/R.2/ADD. 54—YUGOSLAVIA: **Regulation and management of the Sava River**; Executing Agency: UN.

DP/SF/R.2/ADD. 55—ZAMBIA: **Training of secondary school teachers at the University of Zambia, Lusaka**; Executing Agency: UNESCO.

DP/SF/R.2/ADD. 56—REGIONAL: KENYA, UGANDA and THE UNITED REPUBLIC OF TANZANIA: **East African School of Aviation, Nairobi**; Executing Agency: The International Civil Aviation Organization (ICAO).

DP/SF/R.2/ADD. 57—REGIONAL: JAMAICA, TRINIDAD and TOBAGO, and THE UNITED KINGDOM: **Improvement of Caribbean meteorological services**; Executing Agency: The World Meteorological Organization (WMO).

NATO-certified U.S. firms must prequalify for three Turkish building projects

Three separate NATO construction projects, whose total cost amounts to nearly $2 million, have been announced by Turkey's Ministry of Public Works.

U.S. firms certified eligible to participate in NATO International Competitive Bidding (ICB) are invited to submit their qualifications and complete certain specially designated Turkish Government questionnaires. In addition to being certified for NATO, U.S. firms must also possess a current NATO-SECRET security classification.

Project "Ref. E 6675" calls for construction of 1700 square meter buildings, electrical works, POL (Petrol-Oil-Lubricants) installations, and miscellaneous related works. Project cost is estimated at $353,922. Applications should be submitted by Aug. 19.

Project "Ref. E 6676" calls for concrete paving of 15,500 square meters, 8,500 tons of asphalt paving and related miscellaneous works. Project cost is estimated at $500,012. Applications should be submitted by Aug. 19.

Project "Ref. K 6677," estimated to cost approximately $1,108,297, calls for construction of buildings (3300 sq. meters), concrete and asphalt paving (28,000²m and 650 tons respectively) and miscellaneous related works. Application deadline is Sept. 2.

U.S. firms must submit the specially designated questionnaires, prior to the established deadline date, to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit, Tesisleri Insaat Reisligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey.

Copies of the Ministry of Public Works' Notification, which includes bid information and these questionnaires, are available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230, Telephone 202-WO 7-4674.

Further information about NATO or NATO-ICB certification may be obtained by writing or calling the Trade Opportunities Staff for its free brochure, "Doing Business with NATO —How U.S. Firms Can Participate."

Malta plans enlargement of power/water station

The Malta Electricity Board proposes to increase the size of the Malta Power/Water station at Marsa, by a total of 50 megawatts electrically and 2 million imperial gallons per day sea water distillation.

The addition will be in two stages, both of which may be awarded simultaneously.

Contract No. 1027/PWS/83 is for a steam turbine generator and all auxiliaries, 25 megawatts, 50 cycle, 11 kilovolt. Contract No. 1027/PWS/84 is for an oil fired steam generating plant with all piping, tanks and pumps. Contract No. 1027/PWS/85, Stage II only, is for two 1-million imperial gallons per day flash type sea water distillers, evaporator, pumps, etc.

The bid deadline date has not been advised; however, Stage II is to be fully operational by Dec. 31, 1968 electrically and the flash distillation units by April 30 and June 30, 1969.

A brief description and specifications (cost $14 for each contract) are available from either The Secretary, Malta Electricity Board, National Rd., Blata-l-Bajda, Malta, G.C.; or Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W.1, England.

NATO procurement by Iceland open to certified U.S. firms

The Icelandic Prime Contractor has announced a series of Invitations To Bid for a variety of pipe, fittings and valves, as well as assorted equipment.

U.S. firms certified eligible for NATO International Competitive Bidding (ICB) are invited to participate by submitting bids prior to Aug. 30, or Sept. 1 (the pertinent date depending upon individual bid packages).

Copies of these bid packages are available on loan from the Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Firms desiring NATO-ICB certification may obtain a free copy of the pamphlet, "Doing Business with NATO—How U.S. Firms Can Participate," from the Department of Commerce, Sales & Distribution Branch, Rm. 2119, Washington, D.C. 20230. This pamphlet provides up-to-date information about NATO-ICB, how to obtain certification, and procurement by NATO sub-agencies as well as some basic information about procurement by the U.S. Armed Forces in Europe.

Bridge construction bids requested by Ecuador

Ecuador's Guayas Road Commission invites bids for the construction of a bridge over the Daule and Babahoyo rivers.

Specifications for the preparation and submission of bids including the Morandi Plan may be obtained from Secretariat of Comite De Vialidad Del Guayas, P.O. Box 4182, Guayaquil, Ecuador. for $334, or $56 if proposals are submitted with firm's own plans.

Proposals should be submitted in Spanish by Sept. 15, 4 p.m., local time.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

THAILAND—Grass seeds for making turf, namely, Bermudagrass, Zoysia, Centipede, and Bentgrasses. Uthai Import and Export Co. Ltd. (importer, wholesaler, retailer), 22/8 Suriwongse Rd., P.O. Box 707, Bangkok. WTD 2/1/65.

019 Commercial farms

IRAN—Hybrid corn seed. Mahmoud Aahmet Molavi (farmer, poultry raiser), Ave. Farhan, 18 Kouche Sarpasnukhtare, Tehran. WTD 6/30/66.

● **TAIWAN**—Safflower seed, 1966 crop pure basis, oil content 34%, 2,000 metric tons. Tender No. GF4D-23452(C). Bid deadline Aug. 31. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4794).

072 Animal husbandry services

IRAN—Fertilized eggs and baby chicks. Mahmoud Aahmet Molavi (farmer, poultry raiser), Ave. Farhan, 18 Kouche Sarpasnukhtare, Tehran. WTD 6/30/66.

201 Meat products

ECUADOR—Cellulose sausage casings. Quotations c.i.f. and f.o.b. Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (manufacturer, importer, wholesaler, agent), Casilla Postal 2440, Quito. WTD 11/27/64 under revision.

● **GREECE**—Corned beef, 430 metric tons. Bid deadline Aug. 26. Ministry of Commerce, State Purchases Directorate A, 16 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-4794).

Bids invited by Singapore on pipe, cast iron valves

The Public Utilities Board of Singapore has asked for bids to be submitted by Sept. 6 for the supply and laying of 370 yds. of 47″ O.D. concrete pipe; 10,500 yds. of 6″ to 18″ dia. Class B, asbestos cement pipe; 21,750 yds. of 13.60″ to 43.00″ O.D. cement lined steel pipe and 99 cast iron valves.

A copy of the itemized list of requirements may be obtained from the Iron and Steel Division, BDSA-642, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-2363.

Firms interested in bidding for this contract should write to the Board's Consulting Engineers, Messrs. Binnie & Partners (Malaysia), Mercantile Bank Building, Kuala Lumpur, Malaysia, for tender documents, giving evidence of their technical and financial qualifications for carrying out the work.

Venezuela seeks water purification equipment

The Instituto Nacional de Obras Sanitarias (INOS) has issued tender No. 5-51270 which calls for the supply of measuring equipment, hydro-pneumatic systems, mixers and flocculators, chlorinators, scales and electric crane, chemicals dispensers, valves, connections and pipe. This equipment is to be part of the water treatment plant of the city of Cumana, State of Sucre, Venezuela.

Bid deadline Aug. 30. Correspondence is preferred in Spanish.

Bidders are required to be companies legally established in Venezuela, registered with INOS and the Venezuelan Controller General's office.

Complete specifications are available from INOS, 7th Floor Edificio La Paz, Avenida Andres Bello, Caracas.

202 Dairy products

BELGIUM—Cheeses, all kinds. S.A. Ets. De Jaiffe-Dubois (importer, exporter), 68 Rue Jean Jaures, Marcinelle. WTD 6/27/66.

203 Canning, preserving foods

JAPAN—Canned crabs. Requests quotations c.i.f. Nagoya. Seiwa Trading Co. Ltd. (importer), 23, 1-chome, Takaba-cho, Nakamura-ku, Nagoya. WTD 3/29/66.

MALAYSIA—Canned abalone. Direct purchase and agency. Requests c.i.f. quotations. Port Swettenham. Yong Fong Thai (importer, retailer, wholesaler, agent), 76 Jalan Petaling, Kuala Lumpur. WTD 5/13/66.

205 Bakery products

BELGIUM—Crackers, cookies, and other bakery goods. Direct purchase and agency. Maison J.P. Moreels, S.P.R.L. (importer, agent), 1 Avenue de la Toison d'Or, Bruxelles 15. WTD 6/22/66.

208 Beverage industries

BELGIUM—Wines, aperitifs and other spirits. Direct purchase and agency. Maison J.P. Moreels, S.P.R.L. (importer, agent), 1 Avenue de la Toison d'Or, Bruxelles 15. WTD 6/28-66.

220 Textile mill products

ECUADOR—Yard goods, all types, particularly those recently introduced in the market. Catalogs or swatches requested with offers. Direct purchase and agency. Gerhard H. Haack (agent), P.O. Box 3174, Quito. WTD 4/22/66.

NIGERIA—High quality piece goods and laces of all kinds; high quality velvetines and finished bed spreads. Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

222 Broad woven fabric mills, manmade fiber, silk

SWEDEN—Fashionable textile piece goods material for the manufacture of neckties. Bla Pilen AB (importer, manufacturer, exporter), Fack 61, Insjon. WTD 6/27/66.

230 Apparel

GERMANY—Hospital patient and service personnel apparel. Requests replies in German. Direct purchase and agency. Richard Sammler (wholesaler, sales agent), Badstrasse 6, 852 Erlangen. WTD 6/28/66.

SWEDEN—Neckties made of wool, diolen/wool, terrylen/wool; also knitted caps and scarves. Bla Pilen AB (importer, manufacture), Fack 61, Insjon. WTD 6/27/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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232 Men's, youths', boys' furnishings

NIGERIA—Good quality ready-made clothing, including men's dress shirts, children's suits and dresses (ages 1-12 years). Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

THAILAND—Bullet-proof vests. Requests catalogs and price lists f.o.b. or c.i.f. basis. Direct purchase and agency. Thai Hou Phanich Ltd. Partnership (importer, wholesaler), 586 Siphya Rd., Bangkok. WTD in preparation.

233 Women's, misses', juniors' outerwear

NIGERIA—Dresses and lingerie, also women's fashion dresses for the upper income group. Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

239 Fabricated textile products

GERMANY—Hospital sheets, bedding. Requests replies in German. Direct purchase and agency. Richard Sammler (wholesaler, sales agent), Badstrasse 6, 852 Erlangen. WTD 6/28/66.

251 Household furniture

NETHERLANDS—Colonial and other traditional style furniture. Direct purchase and/or agency. Verkoopkantoor van Ouwenbroek's Meubelfabriek N.V. (importer, wholesaler, manufacturer), 12 Stationsstraat or P.O. Box 60, Vlaardingen. WTD 6/29/66.

259 Furniture, fixtures

GERMANY—Hospital furniture and fixtures for patient and service personnel rooms. Requests replies in German. Direct purchase and agency. Richard Sammler (wholesaler, sales agent), Badstrasse 6, 852 Erlangen. WTD 6/28/66.

261 Pulp mills

GERMANY—Sulphate and sulphite pulp; Kraft liner. Requests quotations c.i.f. German port or Rotterdam and replies in German. Jedek & Ditter KG (importer, wholesaler), Ludwigstrasse 1, 8772 Marktheidenfeld/Main. WTD 6/28/66.

THAILAND—Wood pulp to mix with grass seeds. The Uthai Import and Export Co. Ltd. (importer, wholesaler, retailer), 22/8 Suriwongse Rd., P.O. Box 707, Bangkok. WTD 2/1/65.

262 Paper mills, products

ECUADOR—All types of paper products. Catalogs or samples requested with offers. Direct purchase and agency. Gerhard H. Haack (agent), P.O. Box 3174, Quito. WTD 4/22/66.

● **GREECE**—10,000 reams white bank post paper for lottery tickets, 500 sheets each ream. Tender No. B/510/66; bid deadline Aug. 19. Ministry of Commerce, State Purchases Directorate B, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

JAPAN—Seamless color background paper for photographers and artists, minimum width 9 ft.; length 12 or 25 yards per roll, with 25 and more color variations. Direct purchase and agency. MacDonald (Hong Kong) Ltd. (importer, exporter), Nippon Bldg., 8 Ote-machi 2-chome, Chiyoda-ku, Tokyo. WTD 4/20/65.

264 Converted paper, paperboard products

NETHERLANDS—Kraftliner for the manufacture of corrugated cardboard boxes. N. V. Mercurius Golfkartonindustrie (importer, manufacturer), 18 Kostverlorenweg, Soest. WTD 6/21/66.

281 Industrial chemicals

BRAZIL—Inorganic and organic chemicals in bulk (not compounds) for industrial use in general; direct importation or representation. Merimpex Representacoes Importacoes e Exportacoes Ltda. (wholesaler, distributor, agent), Caixa Postal 787, ZC-00. Avenida Rio Branco 156, 6° andar, sala 607, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/6/66.

● **CEYLON**—Textile dyes, 32 in all, 300 lb. each, in 28 lb. containers. Bid deadline Sept. 17. Chairman, Tender Board, Ministry of Home Affairs, P.O. Box 552, Colombo 7.★ (Telephone: 202-WO 7-3464).

● Aluminum sulfate, 150 long tons, kibbled or flake form, for water treatment, 16% sulfate of aluminum, containing not more than 0.5% total iron expressed as Fe_2O_3; packing, new jute bags or multiple kraft paper bags. Desire shipment as follows: 75 long tons immediately and 75 tons in November. Bid deadline Aug. 31, Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo.★ (Telephone: 202-WO 7-3465).

● Anhydrous sodium sulfite, 300 long tons, in powder form, containing a minimum of 80-90% sodium sulfite. Iron content should not be more than 1% as Fe_2O_3. Packing in first class airtight iron drums, with delivery as follows: 100 long tons immediately, 100 tons December and 100 tons March 1967. Bid deadline Aug. 31, Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo.★ (Telephone: 202-WO 7-3465).

GERMANY—All kinds of fine and heavy chemicals for industrial use. Jebsen & Jessen (importer, exporter, wholesaler), Lange Muehren 9, Hamburg 1. WTD 7/1/66.

● **GREECE**—Supply of 160 metric tons of anti-freeze, ethylene glycol base, conforming to the technical conditions of the American specification OE 771/a Type 1 packed in 55 gallon drums. Tender No. B/502/66, bid deadline Aug. 17. Ministry of Commerce, 2nd State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3464).

SOUTH AFRICA—Gum acacia for the manufacture of varnish and printing ink. Direct purchase and agency. Winstones (S.A.) (Pty.) Ltd. (manufacturer), P.O. Box 97, Parow East, Cape Province. WTD 2/14/66.

282 Synthetic materials

ECUADOR—Polystyrene resins with blowing agent for the production of block molding. Quotations c.i.f. and f.o.b. Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, manufacturer, agent), Casilla Postal 2440, Quito. WTD in preparation.

High-pressure polyethylene for extrusion, injection and blow-moulding. Quotations c.i.f. and f.o.b. Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, agent, manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64 under revision.

GERMANY—Polystyrene and polyethylene raw materials for the production of thermoplastic plastics; plastic foils for packaging. Requests price quotations c.i.f. European ports. Emsa-Werk Wulf & Co. (manufacturer, exporter), Postfach 189, 4407 Emsdetten. WTD 6/15/66.

283 Drugs

BRAZIL—Inorganic and organic chemicals in bulk (not compounds) and their derivatives for the pharmaceutical industry; direct importation or representation. Merimpex Representacoes Importacoes e Exportacoes Ltda. (wholesaler, distributor, agent), Caixa Postal 787, ZC-00. Avenida Rio Branco 156, 6° andar, sala 607, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/6/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

HONG KONG—Nail enamels and lipsticks. Grand Co., 703 Shaw's Bldg., Nathan Rd., Kowloon, Hong Kong. WTD in preparation.

289 Chemical products

BRAZIL—Pure analytical reagents; direct purchase or representation. Sadicoff S.A. Comercio e Industria (importer, distributor, wholesaler), Avenida Presidente Vargas 1146, 10° andar, salas 1007, 1009, 1011, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/30/65.

ECUADOR—Synthetic resin adhesives for woodworking. All types of urea-formaldehyde-condensation products in powder and liquid form, without filler, together with the corresponding hardening materials, as well as insecticides for use in plywood manufacture. Quotations c.i.f. and f.o.b. Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, agent,

manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64 under revision.

291 Petroleum refining

AUSTRALIA—Hydraulic oil, non-flammable, for use in underground coal mining machinery. Direct purchase and agency. Gilbert Gray & Co. Pty. Ltd. (importer, manufacturer), Box 83, Rydalmere, N.S.W. WTD in preparation.

295 Paving, roofing materials

PAKISTAN—Bitumen 80/100 penetration, packed in new steel barrels with minimum thickness of 24 guage 35/40 gallons capacity suitable for rail, road and sea journey. Specific gravity at 25/25°C = 1.00-1.05; softening point (R&B method) = 45-52°C; penetration 25°C 5 secs. 100 gms = 80/100; ductility 25° C —100 Cms minimum; solubility in Cs_2 99% minimum; loss on heating at 163°C, 5 hours, = 0.5% maximum. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

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302 Rubber footwear

FRANCE—Rubber shoes. Request replies in French. Les Fils de C. Bailleul (importer, wholesaler), 26 Rue Louatron, 72 Beaumont-sur-Sarthe. WTD 6/17/66.

306 Fabricated rubber products

● **INDIA**—Condoms, 105,000 gross, with teat end, life 2 years, packing in aluminum foil. Tender No. D/ENQ/2056, bid deadline Aug. 26. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-3381).

307 Plastic products

BELGIUM—Plastic covers for automobiles, trucks and railroad wagons; plastic tubes, all sizes; plastic sheets, corrugated or plain. Direct purchase and/or agency. Sococlabecq, S.A. (importer, exporter), Clabecq. WTD 6/28/66.

GERMANY—Plastic parts for the construction industry, plastic acoustic materials. Requests quotations c.i.f. Continental Port. Direct purchase or agency. Scobalitwerk Ferdinand Wilhelm Wagner KG (importer, manufacturer), 547 Andernach, Koblenzerstr. 42. WTD 7/1/66.

THAILAND—PVC leather cloth and nylon fabrics for making shoes, bags, furniture and automobile upholstery. Requests catalogs and c&f price quotations. Ireland Ltd. Partnership (importer, wholesaler, retailer), 234-236 Suapa Rd., Bangkok. WTD 11/13/57 under revision.

311 Leather tanning, finishing

THAILAND—Leather and hides. Requests c & f price quotations. Ireland Ltd. Partnership (importer, wholesaler, retailer), 234-236 Suapa Rd., Bangkok. WTD 11/13/57 under revision.

314 Footwear

FRANCE—Shoes, for street, work, play or sport wear; house slippers. Requests replies in French. Les Fils de C. Bailleul (importer, wholesaler), 26 Rue Louatron, 72 Beaumont-sur-Sarthe. WTD 6/17/66.

NIGERIA—High quality and fashion leather shoes for men, women and children. Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

317 Handbags, leather goods

NIGERIA—Ladies' handbags. Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

322 Glass, glassware

NETHERLANDS—Christmas tree ornaments and decorations made from glass. Direct purchase and/or agency. Exclusive representation required. PEHA Handelsonderneming (importer, sales agent, wholesaler), 19 Kamerling Onnesstraat, Sneek. WTD 6/23/66.

326 Pottery, related products

PAKISTAN—H.T. insulator straight line pin type complete with galvanized iron work, size 5¾″ x 3¾″ and 5¾″ x 6⅝″ suitable for 11 kv supply. Shackle insulator disc type cap and pin complete with iron work suitable for 11 kv, mechanical strength, 5,000 lb. Overall dia. 6″ and 4.78″ high. Pole, operated, outdoor combined insulator and Quenchol liquid fuses for vertical mounting air break, suitable for 11 kv, 3 phase supply and 50 amps capacity. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Glass wool for insulation purposes. Requests quotations c. & f. Karachi. Ghanchi Impex (importer), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

331 Steel mill products

● **IRAN**—Joint bars, 767 tons required for 46.303 kg. rail (Type U-33). Tender No. 164, 165 & 166—C/45, bid deadline Oct. 29. Ministry of Roads. Iranian State Railways, Maydane Rah Ahan, Tehran. Tender documents include drawings with notes in French.★ (Telephone: 202-WO 7-2363).

NETHERLANDS—Electrically welded steel tubing, tapering off from bore 53.2 mm to 35.5 mm (wall-thickness 16 gauge) in lengths of 610, 500, 455, 400 and 355 mm. Direct purchase and exclusive agency. Internationale Agenturen Van Bockel (importer, sales agent), 6 Beethovenlaan, Bilthoven. WTD 6/20/66.

PAKISTAN—Cast iron pipes up to 36″ diameter in random lengths. Engineering Equipment Co. Ltd., 90/B Gulberg II, Lahore, West. WTD 5/9/66.

PANAMA—Approximately 100,000 tons per year of iron ingots for use in mill to be erected near Colon. Quotations c & f Colon. Revolving credit terms desired. Productora de Acero y Afines Asociada, S. A. (manufacturer), Apartado 7287, Panama City. WTD 7/13/66.

334 Secondary smelting, refining of nonferrous metals

● **SUDAN**—75 metric tons of bearing metal ingot, white bronze, with the following analysis: Tin, 82%—antimony, 10.91%—copper, 6.84%—lead, .25%. Contract No. 3552, bid deadline 12 p.m. Aug. 22. The Office of the Controller of Stores Atbara, or for firms established abroad, the Sudan, Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1. Tender documents available upon request from Miscellaneous Metals and Minerals Division, Rm. 4213, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2298).

342 Cutlery, hand tools, general hardware

● **IRAN**—Supply of 357 tons of adjustable sleeper clips and 79 tons of distance pieces. Tender No. 164, 165 and 166-B/45, bid deadline Oct. 24. Iranian State Railways, Ministry of Roads, Purchasing Dept., Tender and Contracts Section, Tehran.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Builders' hardware, including locks, lock sets and door knobs and general hardware salable in hardware and department stores. Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/17/66.

Garden hand tools. Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/17/66.

● **SUDAN**—Supply of 1,000 coupling links and 2,000 coupling pins. Tender No. 3532, bid deadline Sept. 14. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

● Supply of one million clamps for sleepers. Tender No. 3544, bid deadline Sept. 15. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5589).

THAILAND—Castera. Requests catalogs and price lists. F. Abbas R.O.P. (importer, wholesaler, retailer), 1200 New Rd., Bangkok (Attn: Mr. Hatim A. Vasi). WTD 10/4/65.

343 Heating apparatus, plumbing fixtures

BELGIUM—Central heating boilers and parts, gas or oil burning, for residential use. Exclusive representation or direct purchase. Chauferpa, S.P.R.L. (importer), 5 Rue Destouvelles, Brussels. WTD 6/27/66.

344 Fabricated structural metal products

● **IRAQ**—Two American infantry footbridges; aluminum alloy; length up to 400 feet, when anchor facilities are used. (Sectional, portable

bridges of type used by U.S. Army.) REQ/647/361; bids requested immediately. Embassy of the Republic of Iraq, Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C. (Telephone: 202-333-4028).

Process steam boiler line ranging in output from 80,000 BTU per hour to one million BTU per hour for use in hospitals, laboratories, dry cleaning plants, etc. Boilers may be packaged or unassembled. Distributorship sought by I. M. Kanbour & Co., 0.162-1 Rashid St., H. Baghdad.

PAKISTAN—Fuel tankers of 1,500 U.S. gallons capacity: Drive type—R.H.D.; G.V.W.—40,000 lb. approximate; W.H.—not less than 168"; cab.—all steel, foam rubber padded full width seat door lock and safety door latches, extension arm outside mirror on driver's side, wind shield wipers. Heavy duty clutch. Tires—size: 9.00—20—14 ply or 11.00—20—14 ply. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

345 Screw machine products

● **IRAN**—Supply of 507 tons of wooden sleeper screws. Tender No. 164 & 165-E/45, bid deadline Nov. 1. Iranian State Railways, Ministry of Roads, Purchasing Dept., Tender and Contracts Section, Tehran.★ (Telephone: 202-WO 7-5589).

347 Coating, engraving services

NETHERLANDS—Small electrical engraving machines for tool marking. Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/17/66.

352 Farm machinery

IRAN—Poultry incubators. Mahmoud Aahmet Molavi (farmer, poultry raiser), Ave. Farhang, 18 Kouche Sarpasnukhtare, Tehran. WTD 6/30/66.

PAKISTAN—Agricultural equipment: full revolving, fully convertable, long and wide crawler mounted dragline equipped with 60' boom including 10' boom inserts, controls—direct acting hydraulic, electrical, mechanical or pneumatic. All steel cab with safety glasses. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

THAILAND—Lawn mowers, sod cutters, turf aerators and other equipment used in turf. Requests six copies of detailed catalogs together with f.o.b. or c.i.f. price quotations. The Uthai Import & Export Co. Ltd. (importer, wholesaler, retailer), 22/8 Suriwongse Rd., P.O. Box 707, Bangkok. WTD 2/1/65.

YUGOSLAVIA—Machines for fruit harvesting; machines for shaking plum and cherry trees; machines for picking apples, pears, peaches. Plantazkoop (government agency), Fruit and Vegetable Growers Association, Kneza Milosa 45, Belgrade.

Sugar beet harvesters, 3 and 4 row, with top cutter and automatic conveyor. Ivan Novak, Director, Yugoslav Agricultural Extension Center (government agency), Zmaj Jovina 21/IV, Belgrade.

353 Construction, mining, materials handling machinery, equipment

● **CEYLON**—Two air compressors, 210 cfm., trailer mounted; 7 air compressors, 365 cfm., diesel, trailer mounted; 8 air compressors, 500 cfm., diesel, trailer mounted; 25 rock drills (35-45 lb.) hand held, hose, 400 alloy drill steel 2'7" x ⅞"; 300 ditto 5'3"; 200 ditto 2'7" x 1"; 200 ditto 5'3" x 1"; 4 rock drills with inbuilt gasoline engine, and various attachments; 2 air-trac drills, self-propelled, equipped with a large variety of attachments; 3 concrete mixers, diesel or petrol engine, 4/3 cu. ft.; 3 concrete mixers, diesel engine, 7/5 cu. ft.; one concrete mixer, diesel, 10/7 cu. ft.; 4 concrete vibrators, 3/4 hp. air-cooled petrol engine; 2 portable rock crushers, 90-100 tph, diesel, 2 ditto 10-12 tph; 2 ditto 5-6 tph; 4 diesel powered 3-wheel rollers, 8-10 ton; 3 ditto, 6-8 ton; one carrier mobile mounted 6x6 diesel powered crane, 10-ton lift capacity; 2 crawler mounted cranes, diesel, to lift 4-ton boulders at approximately 30' radius; several thousand feet of 6-8-10 & 12" diameter rigid polyvinyl chloride pipe and connections. Tender No. not suplied. Bid deadline Sept. 10. Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5566).

NETHERLANDS—Zinc-plated steel and aluminum conveyor wheels. Direct purchase and exclusive agency. Internationale Agenturen Van Bockel (importer, sales agent), 6 Beethovenlaan, Bilthoven. WTD 6/20/66.

Conveyors and conveying equipment for industrial and commercial use. Direct purchase and exclusive agency. Apollo Handelsonderneming N.V. (importer, sales agent), 29 Langestraat, Nijkerk. WTD 6/22/66.

Materials handling equipment, such as forklift trucks, stackers. Direct purchase and exclusive agency. Apollo Handelsonderneming N.V. (importer, sales agent), 29 Langestraat, Nijkerk. WTD 6/22/66.

PANAMA—Industrial stackers and trucks capable handling loads up to 25 tons. Quotations c&f Colon. Descriptive literature desired. Productora de Acero y Afines Asociada, S.A. (manufacturer), Apartado 7287, Panama City. WTD 7/13/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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354 Metalworking machinery

● **BURMA**—Supply of high speed steel twist drills, various sizes and quantities: straight shank, standard spiral drills, tender No. 144T/MCY-BR/56-66, bid deadline Aug. 24; straight shank drills, tender No. 145T/MCY-BR/65-66, bid deadline Aug. 24; and Morse taper shank drills, tender No. 146T/MCY-BR/65-66, bid deadline Aug. 31. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—One 400-ton wheel press for use on locomotive axles, wheel diameter 2,000 mm. max. Tender No. 408/18/050/14.6.66, bid deadline Aug. 30. Global procurement. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents available for $1 each copy from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, I.S.M. Ref. No. D/ENQ/2066.

● 82 solid carbide straight shank standard chucking reamers, 4 mm. dia. by 125 mm. overall length with 22 mm. cutting length (ISS or BSS spec.) Tender No. PET/336557/SPC, bid deadline Aug. 22. Global procurement. Purchase Officer, Indian Telephone Industries Ltd., Dooravaninagar, Bangalore-16. Copies of tender documents available for 50¢ per copy from Indian Telephone Industries Ltd., I.S.M. Ref. No. D/ENQ/2065.

● **KOREA**—Supply of machinery including two 300 amp. DC and one 300 amp. AC-DC welders; one heavy duty high speed lathe, height of center 255 mm., distance between centers 1000 mm.; one 1600°C max. furnace; one motor driven winch, one universal multipurpose machine, height of center 90 mm., distance between centers 500 mm.; attachments and accessories. Tender No. KFX-6115-N, bid deadline Aug. 23. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5652).

NETHERLANDS—Small metalworking machines for sawing, grinding, planing, polishing, etc.; power driven hand tools (drilling machines excepted), automotive maintenance tools and equipment. Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/17/66.

PAKISTAN—Screwing machine, shearing machine; grinding machine for clay as per specification: grinder of disintegrator type should be suitable for clay with 1,000 mm., diameter rotating disintegrating disc., a renewable shifting cage and perforations of 3.5 mm. complete with drive consisting of suitable hp. motor and other accessories. Capacity of this plant should be 5 tons per hour of clay to be ground. Specifications detailed above are conforming to ASTM/DIN/BS specifications. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

355 Special industry machinery

NETHERLANDS—Plastic molding machinery and equipment for the manufacture of chrome finished plastic automobile accessories (bumpers, etc). N. V. Handtrade (exporter), 626 Keizersgracht, Amsterdam. WTD 6/20/66.

Small woodworking machines and attachments for sawing, grinding, planing, etc. (Power driven drilling machines and attachments excepted). Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/7/66.

Small stone working machinery. Direct purchase and exclusive agency. N. V. Gesto (importer, sales agent), 135 Weesperzijde, Amsterdam. WTD 6/17/66.

VENEZUELA—The Venezuelan Development Corporation (Corporacion Venezolana de Fomento) plans to build five slaughterhouses in different parts of Venezuela and seeks suppliers of equipment; present specifications are a capacity of 50 beeves and 50 hogs per hour, automatic processing in a two-level slaughterhouse with provision for maximum utilization of by-products. Proposals to include financing. Requests replies in Spanish. Ing. Alberto Ramos S., Corporacion Venezolana de Fomento, Departamento de Ingenieria (Government entity), Centro Simon Bolivar, Edificio Norte, Piso 6, Caracas.

YUGOSLAVIA—Power-operated meat and carcass saws for beef and pork. Full line of meat processing equipment. Miroslav Sapina, Chief, Import Dept., Tehnometal (importer), Temerinska 12, Novi Sad. WTD 6/22/66.

Prune processing plant, capacity 1.5 tons per hr. at 4 minute average processing time, including perforated round hole screens, blending hopper and shaker, bucket elevator, rotary washer and shaker, traveling bucket type hot water processor, offtake shaker and incline

belt. Plantazkoop (government agency), Fruit and Vegetable Growers Association, Kneza Milosa 45, Belgrade.

356 General industrial machinery

IRAN—Pumps, submersible type. Direct purchase and agency. Asghar Haddadzadeh (importer), 850 Khayyam Ave., P.O. Box 525, Tehran. WTD 6/11/66.

PAKISTAN—Compressors diesel driven 250 cfm. Compressor-condenser unit 3 ton, 36,000 BTU/hr. capacity air cooled type suitable for working on F. 12 refrigerant, (water cooling capacity) 30 gallons per hour inlet water temperature 95°F, cooled water temperature 60°F. Gear and single phasing preventor shall be suitable for AC 400/380 volts, 3 phase, be totally enclosed type amplyrated and of high straight torque to start easily and run the compressor continuously without any tendency for over-heating at an ambient temperature of 49°C. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

● **SINGAPORE**—Supply of electrically driven low-lift flood and transfer pumps, diesel driven low-lift pumps all with varying capacities; miscellaneous pipework and valves. Bid deadline Sept. 1966. Binnie & Partners (Malaysia), Mercantile Bank Bldg., Kuala Lumpur.★ (Telephone: 202-WO 7-5589).

358 Service industry machinery

PAKISTAN—Air conditioner 3½ ton capacity, 45,000 BTU/hr cabinet type, water cooled electric motor driven suitable for AC, 3 phase, 400/380 volts, 50 cycles, neutral earthed system working with F. 12 refrigerant. Air conditioner, window type, 1½ ton capacity 18,000 BTU/hr with air cooled sealed compressor/condensor unit complete with dehyderator expansion valve and other accessories suitable for continuous operation on 230 volts, single phase, 50 cycles, AC supply. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

YUGOSLAVIA—Cooler/freezer doors for food and meat industry. Especially interested in hardware and equipment for automatic refrigerator doors. Miroslav Sapine, Chief, Import Dept., Tehnometal (importer), Temerinska 12, Novi Sad. WTD 6/22/66.

361 Electric transmission, distribution equipment

● **IRAQ**—Supply of 20 visual indicator output meters and 50 control head cables with socket plugs. Tender No. E/332. Bid deadline not determined. Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St. N.W., Washington, D.C. 20007.

PAKISTAN—Transformers: 50 KVA, 200 KVA, 150 KVA, 300 KVA, 25 KVA, for use on 3300/400/230 volts, AC. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

362 Electrical industrial apparatus

PANAMA—Diesel-electric generators capable of producing 3,000 kw (3,000 volts-50 cycle); two 1,500 kw units or three 1,000 kw units. Quotations c & f Colon. Descriptive literature desired. Productora de Acero y Afines Asociada, S. A. (manufacturer), Apartado 7287, Panama City. WTD 7/13/66.

364 Electric lighting, wiring equipment

FRANCE—Electric light bulbs; switches: snap, push button, and tumbler (wiring devices); electrical connector bodies; electrical fixture connectors; incandescent lighting equipment parts and accessories. Direct purchase and agency. Electrotechnique Letu (importer, dealer, agent), 33bis Rue de Chateau London, Paris, 10e. WTD 6/21/66.

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But not for business correspondence.

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- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

366 Communication equipment

ALGIERS—Ministry of Telephones & Telegraphs intends to convert its present "Rotary R-6 Siemens Type" Commutation equipment, installed in its Central Telephone Exchanges, to other relay or static type equipment. Ministry requests catalogs, price quotations; replies in French. Sample of potential eventual sales agreement is available on loan from the Trade Opportunity Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ministere des Postes et Telecommunications, Directions des Telecommunication (Government agency), Boulevard Salah Bouakouir, Algiers.

● **AUSTRALIA**—Supply of various types of telephone switchboards, including magneto, common battery and relay units. Schedule C 1198, bid deadline Sept. 8. The Controller, Stores and Contracts, Postmaster-General's Dept., 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-4823).

THAILAND—Radio transmitters. Requests catalogs and price lists. F. Abbas R.O.P. (importer, wholesaler, retailer), 1200 New Rd., Bangkok. (Attn: Mr. Hatim A. Vasi). WTD 10/4/65.

369 Electrical machinery, equipment, supplies

GERMANY—Electronic precision components and equipment for industry, defense, and aerospace. Particularly interested in finding a supplier of metal film power resistors, 10 watt, 20 watt, 10-20 MOhm Tol. 0.5%. Industrial Electronics GmbH (importer, wholesaler, 6 Frankfurt am Main, Klueberstrasse 14. WTD 6/30/66.

NETHERLANDS—Automotive electrical parts and equipment, such as cable connectors and clamps, ignition systems and apparatus, including igniter flints, spark plugs, magnetos, coils and distributors, cable sets, direction indicators, replacement bulbs. (No batteries and generators). Direct purchase and/or agency. Exclusive representation desired. Graansma's Autoverlichting N.V. (importer, wholesaler, sales agent), 125 Utrechtseweg, Amersfoort. WTD 6/17/66.

PAKISTAN—Battery charging rectifier in-put AC 3 phase, 50 cycles, 380/400 volts, out-put DC, 40/50 volts, 100 amp and 300 amps capacity. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

371 Motor vehicles, motor vehicle equipment

THAILAND—Automotive lubricating equipment and accessories. Requests c.i.f. Bangkok prices and catalogs. Direct purchase and agency. Charoen Sang Phanich (1959) Co. Ltd. (importer, wholesaler, retailer), 153-165 Nakorn Kasem Bldg., Off New Rd., Bangkok. WTD in preparation.

372 Aircraft, parts

THAILAND—Helicopters, four seats and more, using jet engines. Requests six copies of detailed catalogs together with f.o.b. or c.i.f. price quotations. The Uthai Import and Export Co. Ltd. (importer, wholesaler, retailer), 22/8 Suriwongse Rd., P.O. Box 707, Bangkok. WTD 2/1/65.

YUGOSLAVIA—Requests data on use of helicopters for logging and forestry operation in remote areas, with possible purchase if equipment is suitable for Yugoslav conditions. Jugoelektro (export, import), Knez Mihajlova 33, Belgrade. WTD 9/1/65.

374 Railroad equipment

PAKISTAN—Track inspection motor trolley, 5'—6" gauge. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

381 Engineering laboratory, scientific, research instruments

● **IRAQ**—Supply of 150 proportional compasses and 50 slide rules (10"). Tender No. RE685. Bid deadline not determined. Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C. 20007.

PAKISTAN—Laboratory equipment and supplies for colleges and research centers. Engineering Equipment Co. Ltd., 90/B Gulberg II, Lahore, West. WTD 5/9/66.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Test data transmitters, weight approximately 100 grams, to be implanted in test animals by way of operation, for telemetric physiological tests (to start with temperature

testing). Universitaet Marburg (research institute), Zentrales Entwicklungslaboratorium fuer Elektronik, 355 Marburg/Lahn, Affoellerstrasse 10. WTD 7/1/66.

● **INDIA**—India announces the extension of the bid deadline for the supply of 120 dynameters of 10,000 lb. capacity from July 5 to Sept. 13 (see INTERNATIONAL COMMERCE, June 6, p. 38). Tender No. CEBT 117/66. The Chief Engineer, Andhra Pradesh State Electricity Board, Khairatabad Post, Hyderabad.★ (Telephone: 202-WO 7-2939).

MEXICO—100 audiovisual English language courses (i.e., records with accompanying textbooks) for Spanish speaking students. Request replies in Spanish. Francisco Graham and Heriberto Garcia (importer, retailer), Bartolome de las Casas 12, Veracruz, Ver. WTD in preparation.

PAKISTAN—Tensile testing machine 25-ton capacity. Brinnel hardness testing machine. Wellman Corp. (importing distributor, manufacturer), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

SWEDEN—Firearms for hunting and markshooting; accessories such as rifle cases, oils, rifle butts; air rifles and air guns. Direct purchase and agency. AB Adolf M. Arnheim (importer, wholesaler, manufacturer, sales agent), Karusellplan 7-11, Stockholm. WTD 6/30/66.

THAILAND—Modern bowling alley and supply of equipment, complete installation. Chai Ananda Ltd. Partnership (importer), 160/5 Visuthikasath Rd., Bangkok. WTD 6/22/64 under revision.

395 Pens, pencils, office, artists' materials

MALAYSIA—Stencils, mimeograph paper, ink. Requests quotations c.i.f., Port Swettenham. Direct purchase and agency. The Amalgamated Agencies Ltd. (general merchant), 1104 Selangor Mansions, Kuala Lumpur. WTD 6/27/66.

399 Manufacturing industries

NETHERLANDS—Christmas tree ornaments and Christmas decoration, except electrical and glass. Direct purchase and/or agency. Exclusive representation. PEHA Handelsondernemming (importer, sales agent, wholesaler), 19 Kamerlingh Onnesstraat, Sneek. WTD 6/23/66.

NIGERIA—Baby gifts and sundry baby articles. Mrs. E. I. Ajegbo, c/o United Brothers Co. Ltd. (importer, wholesaler, manufacturer's representative), P.O. Box 3502, Lagos. WTD 6/24/66.

THAILAND—Adhesive for asphalt and asbestos-vinyl tiles; asphalt base flooring paper. Num Lee Timber Ltd. Partnership (importer), 72/15/22 Damrongruk Rd., Phanfa, Bangkok. WTD 4/26/65.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Pork, sausages (produced in meat packaging establishments). Serge Boris De Gozaloff (commission merchant), 6 Rue Lamartine, 06 Nice. WTD 6/20/66.

202 Dairy products

FRANCE—Condensed and evaporated milk; processed cheese, cheese food, cheese spread. Serge Boris De Gozaloff (commission merchant), 6 Rue Lamartine, 06 Nice. WTD 6/20/66.

203 Canning, preserving foods

FRANCE—Dried vegetables (lentils, beans); dried fruits (from California). Henry Gugenheim-Georges Serfaty (importer, wholesaler), 62 Rue Tiquetonne, Paris, 2e. WTD 6/20/66.

Dried vegetables; canned fruits, vegetables and sea foods; jams and jellies. Serge Boris De Gozaloff (commission merchant), 6 Rue Lamartine, 06 Nice. WTD 6/20/66.

204 Grain mill products

BELGIUM—Cattlefodder. Exclusive agency. Engrais Rosier, S.A. (manufacturer), 1 Rue du Berceau, Moustier (Hainaut). WTD 6/21/66.

220 Textile mill products

SWEDEN—All types of textile piece goods of cotton, synthetic materials, printed or plain for homefurnishing textiles. Also moderately priced, cotton, arnel, Dacron or synthetic materials, printed or plain textile piece goods for ladies' clothing. Skandiatextil AB (importer, sales agent), S:t Pauligatan 5, Goteborg. WTD 9/14/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—36″ and 48″ cotton piece goods suitable for window curtains. Emfine Furnishing Co. Pty. Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/16/65.

222 Broad woven fabric, manmade fiber, silk

SWEDEN—Cotton piece goods material such as shirting materials for men. Also acrylon fibres, corduroy. J. E. Baeckstrom Import AB (importer, wholesaler, sales agent), Aprikosvagen 44, Vallingby. WTD 11/15/65.

225 Knitting mills

BELGIUM—Sock lining fabrics for shoes and slippers, as well as non-slip materials for the shoe industry. Exclusive agency. Etablissements P. Delepiere (agent), 7 Rue Rittweger, Brussels 18. WTD 6/29/66.

229 Textile goods

AUSTRALIA—Curtain fabrics, plain and printed, regular and closeouts. Emfine Furnishing Co. Pty. Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/16/65.

242 Sawmills, planing mills

SOUTH AFRICA—Oregon pine, cut; in general board dimensions; prospective initial requirements 10,000 cubic feet monthly; sought by newly established but well-introduced firm. Kelly, Moore and Turner (Pty) Ltd. (indent agent), 114 Commissioner St., Johannesburg. WTD in preparation.

281 Industrial chemicals

PHILIPPINES—Industrial chemicals, all kinds. Joaquin Ma, Manager, Angie's Optical Center (importer, wholesaler, retailer, indentor), 581 Rizal Avenue Extension, Caloocan City. WTD being revised.

282 Synthetic materials

NETHERLANDS—Plastic sheeting. Exclusive agency. Industrie & Handelsonderneming H.A. de Kort (importer, manufacturer, agent, exporter), 12 Erasmuslaan, Bergen op Zoom. WTD 6/28/66.

287 Agricultural chemicals

BELGIUM—Organic or mineral fertilizers for

384 Surgical, medical, dental instruments, safety devices

● **BURMA**—Supply of safety welding equipment including, but not limited to, the following: welding cutting and brazing goggles, triangular welding helmets; oxygen and acetylene pressure regulators; pneumatic tools hose. Tender No. 147(T)/MCY-BR/65-66, bid deadline Aug. 31. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of 1,375 pairs miners' boots; 100 pairs extra laces; 675 miners' hats; 600 pairs socks; 100 self-rescuers; 100 pairs leather gloves; 550 miners' belts; 400 pairs safety goggles; 206 dust face respirators. Tender No. S-482/MDC-PI(66-67), bid deadline Aug. 20. Government of the Union of Burma, Myanma Export Import Corp. (Agency Division), Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

GREECE—Athletic track and field equipment; golf and tennis goods; football, basketball and boxing equipment; roller skates; gymnasium and playground equipment and other sporting and athletic goods. Requests replies with printed matter and price lists. Direct purchase and/or agency. Thanos E. Ionas (importer, wholesaler, sales agent), 69/71 Pipinou St., Athens 222. WTD 6/22/66.

agriculture and horticulture. Exclusive agency. Engrais Rosier, S.A. (manufacturer), 1 Rue du Berceau, Moustier (Hainaut). WTD 6/21/66.

Chemical products for agriculture and horticulture such as insecticides, herbicides, fungicides. Exclusive agency. Engrais Rosier, S.A. (manufacturer), 1 Rue du Berceau, Moustier (Hainaut). WTD 6/21/66.

PAKISTAN—Fertilizers—urea, and ammonium nitrate; fertilizers, complete mixtures; requests quotations c. & f. Karachi. Ally Brothers & Co. (Pakistan) Ltd. (importer, agent), 14 West Wharf Rd., Karachi. WTD 3/28/66.

Fertilizers for use in plantation of wheat, cotton, sugar cane and rice crops. Requests quotations c. & f. Karachi. Khadim Ali Shah Bukhari (importer, agent), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/6/66.

313 Boot, shoe cut stock, findings

BELGIUM—Upper shoe materials: fabrics, non-woven materials, and artificial leather. Exclusive agency. Etablissements P. Delepiere (agent), 7 Rue Rittweger, Brussels 18. WTD 6/29/66.

331 Steel mill products

PAKISTAN—Iron and steel products—mild steel sheets; mild steel plates; G.I. plain sheets and tinplate. Requests catalogs and quotations c&f Karachi. Khadim Ali Shah Bukhari (importer, agent), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/6/66.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Alumnium ingots. Requests quotations c. & f. Karachi. Khadim Ali Shah Bukhari (importer, agent), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/6/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Cutlery, hand tools, general hardware, all kinds, especially new designs. Emfine Furnishing Co. Pty. Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/16/65.

AUSTRIA—Marine hardware for sport boats. Motonavo Fahrzeugvertrieb G. Perl Kommanditgesellschaft (importer, wholesaler, manufacturers' representative) Mariahilferstrasse 88a, A-1070 Vienna. WTD 4/8/66.

BELGIUM—Household cutlery, for kitchen and table. Exclusive agency. Anc. Ets. de Meurers Freres, S.N.C. (importer, agent), 174 Rue de Brabant, Bruxelles 3. WTD 6/28/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Fuel oil and gas automatic burners for use in residential and/or plant heating systems. Exclusive agency. S.I.C.A.M., S.A. (manufacturer), 72 Rue Kessels, Brussels. WTD 6/28/66.

348 Fabricated wire products

PAKISTAN—Steel wire ropes, ⅛", to 1½" thick, galvanized and ungalvanized steel wire rope. Independent Hardware & Tool Supply Co. (importing distributor), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

351 Engines, turbines

PAKISTAN—Diesel engines above 30 H.P.; generating sets, 100/300 amp. Independent Hardware & Tool Supply Co. (importing distributor), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Tractors 25 to 300 h.p.; scrappers; graders; bulldozers, 30 to 150 h.p.; concrete mixers, vibrators, 2 cft; cranes, mobile; pavers and power shovels; all diesel operated with spare parts and accessories. Independent Hardware & Tool Supply (importer), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

Road rollers, 6-8 tons; 10-12 tons and also 14-16 tons. Motor graders with 115 hp. minimum. Crawler tractors, 213 hp. Requests catalogs and quotations c. & f. Karachi. Sanitpak (importer, indent agent), No. 10 Hajrabai Bldg., Mohan Rd., Karachi. WTD 3/31/65.

354 Metalworking machinery

PAKISTAN—Tools metalworking and hand: drills, tips, bets, DP cutters (for milling machines) die sets, and high speed steel. Independent Hardware & Tool Supply Co. (importing distributor), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

355 Special industry machinery

BELGIUM—Special machinery and tools for the shoe and slipper industry. Exclusive agency. Etablissements P. Delepiere (agent), 7 Rue Rittweger, Brussels 18. WTD 6/29/66.

356 General industrial machinery

BELGIUM—Couplers for portable and stationery air compressors. Exclusive agency. Broomwade Belge (importer, exporter, agent), 1 Nijverheidslaan, Diegem. WTD 6/30/66.

PAKISTAN—Air compressors 100/1000 lb., coupled electric motors AC, 50 cycles, 440 volts, 3 phase. Independent Hardware & Tool Supply Co. (importing distributor), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

358 Service industry machines

BELGIUM—Air conditioning and refrigeration equipment, heating and air conditioning controls, airduct outlets and diffusers, ventilation equipment. Exclusive agency. S.I.C.A.M., S.A. (manufacturer), 72 Rue Kessels, Brussels. WTD 6/28/66.

PAKISTAN—Air conditioning equipment for commercial and industrial use. Refrigeration machinery. Requests catalogs and quotations c. & f. Karachi. Ally Brothers & Co. (Pakistan) Ltd. (importer, agent), 14 West Wharf Rd., Karachi. WTD 3/28/66.

363 Household appliances

AUSTRALIA—Household appliances, especially new lines with novelty appeal, 240 volt 50 cycle. Emfine Furnishings Co. Pty. Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/16/65.

DOMINICAN REPUBLIC—Refrigerators for household use. Exclusive representation. Comercial Hasbun, C. por A. (importer, wholesaler, retailer), Avenida San Martin No. 96, P.O. Box 136, Santo Domingo. WTD in preparation.

366 Communication equipment

PERU—Radio-telephones, for fishing vessels to shore stations use, first quality. Comercial Pacifico S.A. (importer, wholesaler, retailer, exporter, agent), Apartado 2686, Lima. WTD 6/28/66.

384 Surgical, medical, dental instruments

BELGIUM—Knives, surgical needles (injection, suture), scissors (dissecting and operating), oscillometers, oscillographs, blood-pressure apparatus, all kinds of dental instruments, sterilized, surgical ligature. Etablissements Hotterbeck (importer), 117 Avenue Albert I, Beez-sur-Meuse, Namur. WTD 12/17/65.

394 Toys, amusement, sporting goods

BELGIUM—All kinds of toys which can be sold in department stores, also dolls of good quality. Exclusive agency. Anc. Ets. de Meurers Freres, S.N.C. (importer, agent), 174 Rue de Brabant, Bruxelles 3. WTD 6/28/66.

399 Manufacturing industries

BELGIUM—Decorative accessories for artificial flowers. Exclusive agency. Anc. Ets. de Meurers Freres, S.N.C. (importer, agent), 174 Rue de Brabant, Bruxelles 3. WTD 6/28/66.

Christmas tree ornaments and all kinds of other ornamental products and accessories to decorate the interior and table on Christmas and New Year's Day. Anc. Ets. de Meurers Freres, SNC (importer, agent), 174 Rue de Brabant, Bruxelles 3. WTD 6/28/66.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

SPAIN—Spanish sherries, brandies and liquors; firm wishes to sell these items in the United States at the minimum prices allowed by the Spanish commercial authorities; local agents desired. Will allow commission of 10% for agent. Rafael O'Neale (producer, wholesaler, exporter), Plaza del Cid, 4, Jerez de la Frontera (Cadiz). WTD 1/5/66.

225 Knitting mills

FRANCE—Knitgloves (wool, crylor, other material) for men and women, classic and fancy articles of good quality. Request replies in French. Le Gant Rigaudy (S.A.) (manufacturer, exporter), 47 Sauveterre-la-Lemance, Lot-et-Garonne. WTD 7/15/66.

307 Plastic products

GERMANY—Household articles of thermoplastic plastics. Price quotations f.o.b. Hamburg or Bremen. Emsa-Werk Wulf & Co. (manufacturer, exporter), Postfach 189, 4407 Emsdetten. WTD 6/15/66.

326 Pottery, related products

SOUTH AFRICA—Porcelain insulators; connectors; bobbins; cleats; both high and low voltage; turned and pressed porcelain; United States agent sought for South African product. Catalog describing type of insulators available on loan from the Trade Opportunities Staff. BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. South African

Porcelain Insulator Manufacturers Assoc. (Pty) Ltd. (SAPIMA), Escom Centre, Loveday St. (P.O. Box 10533), Johannesburg. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

GERMANY—Hand lamps for garage and camping, complete with cable and battery clamps; three purpose lighting sets for trunk, motor and inside car lighting, adapter for converting cigarette lighter into an electric plug, electric sockets, battery operated which can be affixed to car in 10 minutes, illuminated ash trays, compact sets for converting portable battery/electric transistor radios into automobile radios. Freight costs as per agreement. Karl-Eberhard Voigt KG (manufacturer, exporter), 18 Peterstr., Postfach 225, 588 Luedenscheid. WTD 7/7/66.

384 Surgical, medical, dental instruments

BRAZIL—Dental compressors, ½ h.p. motor, 3.3 c.f.m. (quiet operation); dental three-way syringes with air-water spray adaptable to any dental unit and pressurized water tank for distilled water or antiseptic solutions; cartridge syringes for dental use; triple-change stethoscopes (Fleisher type) in washable case; 25 cc. veterinary syringes (metal and glass). Direct sale or through well-established agents. Herman Josias S.A. Industria e Comercio (manufacturer), Rua dos Mercadores 8, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 3493, Rio de Janeiro ZC-00. WTD 12/15/65.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Guatemala.
Boat and Ship Builders, Repairers, and Chandlers—Uruguay.
Dental Supply Houses—Venezuela, June.
Feedstuffs—Importers, Dealers and Manufacturers—Panama.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Japan.
Hardware—Importers and Dealers—Belgium, June.
Hardware—Importers and Dealers—Greece.
Leather and Shoe Findings—Importers and Dealers—Japan.
Machinery and Equipment—Farm—Importers and Dealers—Panama.
Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—The Netherlands, June.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ECUADOR—The Inter-American Development Bank today announced the approval of a loan equivalent to $12 million to help improve and expand the potable **water supply system** of Quito.

The loan, extended from the Bank's Fund for Special Operations, was made to the Municipality of Quito and will be utilized by the *Empresa Municipal de Agua Potable*, the agency in charge of the city's water system.

The project is the first stage in a program designed to insure a year-round supply of 250 liters daily per inhabitant for a population of 710,000 persons by 1994.

The program will be carried out in three stages. Water from the Pita River and other nearby streams will be filtered through a **new treatment plant** to be built near the city and then will be purified and distributed to storage tanks. In addition, the city's **distribution systems will be amplified** and **new storage tanks will be constructed.**

The first stage of the program, whose total cost is estimated at $17,555,000, calls for the **construction of intake facilities; storage tanks and a treatment plant; water pipes, storage ponds and feeder networks; and complementary works including secondary distribution networks and the purchase of 10,000 water meters.**

Conduit facilities include a 3,000 liter-capacity intake, 33.5 kilometers of channels from the Pita River to the treatment plant and two siphons on the Salto and San Pedro Rivers. The treatment plant will have an initial capacity of 1,000 liters a second.

JORDAN—The Jordan Petroleum Refinery Co. (JOPETROL) plans to invite tenders in September for **expansion to nearly double its present capacity of 365,000 tons of crude per year.**

JOPETROL is giving advance announcement of the $5.6 million project to enable interested suppliers to include this project in their long-range planning. The refinery also is contemplating the addition of **electrical generating and nitrogenous fertilizer plants.**

Firms interested in tendering are urged to write to the refinery at the following address, providing evidence of their competence in supplying the facilities and equipment desired: Jordan Petroleum Refinery Co. Ltd., P.O. Box 1079, Amman, Jordan.

The expansion is planned in two phases. The first phase, for doubling the refinery's capacity to refine crude (taken from Tapline which transits Jordan), is firm and is scheduled to be implemented within 18 to 24 months, beginning with invitations for bids in September. It includes tankage, refining and treating units, steam generators, electric power equipment and loading facilities.

The second phase, which includes building a 1.5 to 2.25 megawatt steam turbine electric plant and the fertilizer plant, is pending approval of the Government. This latter phase is expected to cost in the neighborhood of $8.4 million.

LIBYA—The American architecture firm, Robert S. McMillan Associates, was awarded a contract for the design and construction supervision of **two general hospitals,** at least **18 dispensaries,** and three separate **office buildings** for I.N.A.S., the GOL social security administration.

McMillan won the contract after a preliminary design competition with one West German and one Danish firm. The total project is unofficially estimated to cost at least $10 million.

According to the preliminary designs, the project includes one 250-bed hospital in Tripoli and one 180-bed hospital in Benghazi; 18 small (8,000 square feet) dispensaries scattered throughout Libya; and a medium-sized national office building in Tripoli plus two large regional office buildings in Tripoli and Benghazi. The hospitals may be doubled in size, and the number of dispensaries increased, depending on the results of a survey of estimated requirements presently being undertaken for I.N.A.S.

I.N.A.S. and McMillan will also try to obtain an exemption from the five-story limit in Libya and, if successful, will add several floors to each of the three office buildings. Final designs must be completed by the end of this year.

Bids for construction of the major units of the project will be issued during the first quarter of 1967, and construction should be underway by mid-1967.

MEXICO—A government commission has just been formed in Mexico **to study the possibility of the development of a large steel complex** in Western Mexico.

The complex would take advantage of the reported 74 million tons of iron ore in the Las Truchas deposits in the State of Michoacan and the vast hydroelectric power available initially from the Infiernillo Dam and later from the projected La Villita Dam in the same general region.

The heart of the steel mill would be 10 electric furnaces with overall facilities to cover production from basic iron ore conversion through to semi-finished steel products. Projected capacity would be for 500,000 metric tons per year of steel rods, bars, and shapes, and the expected cost would be about 320 million dollars. No specific location has been mentioned.

SPAIN—Four Spanish companies having extensive coal mining concessions in northern Spain have agreed to merge their holdings and undertake an ambitious program to modernize their production processes. When completed the merger will represent the largest bituminous **coal mining complex** in Spain. The modernization plans, involving large-scale mechanization of the mines, offer **good possibilities for the sale of U.S.-manufactured mining machinery.**

The new firm will be known as HUNOSA (Hulla y Energia del Noroeste, S.A.). Under an 8-year development plan, the association expects to reach a production of 9.8 million metric tons of unwashed coal per year.

The firm also plans to construct **two thermal power plants** of 310,000 KW each to use coal not suitable for coking.

Estimated investment for the entire project is 3,985 million pesetas, or the equivalent of about $66.4 million. If the plan is approved by the Spanish government under the "concerted action" program for the coal industry, up to 70% of the proposed investment could be financed through official credits.

The firms involved in the merger are: Sociedad Hullera Espanola, S.A.; Sociedad Metalurgica Duro-Felguera; Fabrica de Mieres; and Sociedad Industrial Asturiana Santa Barbara. The latter three companies also are associated in the iron and steel combine known as UNINSA (Union de Siderurgicas Asturianas, S.A.). UNINSA recently received Spanish government approval of a project to build a $285 million iron and steel mill in Oviedo province, which is the same area in which the new mining combine will be operating.

THAILAND—The Government has budgeted $13.8 million for a **five-year Port of Bangkok expansion plan.** This project, which is expected to get under way about Oct. 1, calls for an extension of the wharf, at the present port of Klongtoey, of 5,016 feet and the addition of six cargo sheds of 66 by 264 feet each. Seven dolphin mooring buoys are to be placed in midstream to increase anchorage areas.

Tenders will be called for all phases of the construction and procurement of equipment for this work in the near future. **Write:** Captain Lapo Israngkura, R.T.N., Deputy Director of Operations, The Port Authority of Thailand, Klongtoey, Bangkok, Thailand.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Professor N. Y. Krov, Head of Department of Fuel Technology, University of New South Wales, Kensington, N.S.W., representing Waverley Municipal Council, Post Office Box 1, Kensington, N.S.W., **interested in visiting plants manufacturing incinerators, air pollution control organizations, municipal incinerator plants, and requesting technical information as applicable to his study of incinerators and high temperature combustion.** Aug. 7 via Honolulu for four weeks. Itinerary: Honolulu c/o Kuhio Palms Hotel; Los Angeles c/o Alexandria Hotel; San Francisco c/o Residence Hall, University of California, Berkeley; Chicago c/o Palmer House; Milwaukee, Detroit, Boston, New York.

B. H. Laidlaw and F. W. Trevascus, representing Yakka Pty. Ltd., 79 Blair St., Broadmeadows, Victoria, **interested in visiting plants manufacturing combat-work clothing under Government contract, and requesting technical information.** First week in August via San Francisco for four weeks. c/o Bluebell Corp., Greensborough, N.C. Itinerary: New York, Atlanta, Memphis, El Paso, Los Angeles. WTD under revision.

C. R. Canning, Silverwood & Beck Holdings Ltd., P.O. Box 14 or 35-53 Emma St., Collingwood, Victoria, **interested in contacting U.S. manufacturers of aluminum windows, curtain walls, interior fixtures for shops, and requesting technical information.** July 30 via San Francisco for 8 weeks. c/o American Express Company en route. Itinerary: San Francisco, Los Angeles, Dallas, Wichita, Minneapolis, Chicago, Detroit, Cleveland, Pittsburgh, New York, Miami. WTD under revision.

BRAZIL—Ernani Duarte Barreto, Director Banco do Estado da Guanabara, Avenida Ipiranga 896, Sao Paulo, **interested in visiting U.S. banks and manufacturers of electronic computers to discuss proposed purchase of EDP equipment, and requesting technical information.** July 13 via New York for 45 days. c/o Department of Commerce Field Offices en route. Itinerary: New York, Miami, Houston, Los Angeles, San Francisco, Chicago, Detroit, Buffalo, Boston, Washington.

FRANCE—Miss A. G. Duenbostel, Caseurop, 22 Rue de la Voie des Banes, Argenteuil, Val d'Oise, **interested in representing in France a U.S. firm selling semi-finished or manufactured products for the metal working, electrical and aerospace industries.** Aug. 8 via New York for three weeks. c/o Hotel St. Moritz, 50 Central Park South, New York, N.Y. 10019. Itinerary: New York, Aug. 8-12; Los Angeles to Aug. 29. WTD 5/13/66.

HONG KONG—Mrs. Mabel Woo Russell, 122 Prince's Building, Hong Kong, **interested in importing into Hong Kong for retail sale ladies' furs, hats, high style fashions, top-of-line accessories.** July 29 via San Francisco for three weeks. c/o Holiday Inn, 440 West 57th St., New York, N.Y. 10019.. Itinerary: San Francisco, Canada, New York. WTD 7/22/66.

ISRAEL—Pinhas Josef Melamed, Israeli Ministry of Posts, Telephone and Telegraph, 25 Henrietta Szold St., Kiryat Bialik, **interested in inspecting telephone installations and institutions for production and maintenance of subscribers' telephone installations of between 20 to 1,000 telephones per subscriber, and requesting technical information.** Mid-August via New York for about five weeks. c/o Israel Embassy, 850 Third Ave., New York, N.Y. Itinerary: New York, Chicago, cities in Florida, San Francisco, and others as required.

NETHERLANDS—Fred S. Cohen, Manager, Vanderwijks Verkoopmaatschappij N.V., 399 Singel, Amsterdam, **interested in purchasing men's suits, trousers and sportswear on an exclusive basis.** Aug. 15 via New York for two to three weeks. c/o Department of Commerce New York Field Office. Itinerary: New York. WTD 7/12/66.

NIGERIA—M. B. Chanrai, Bhojson's & Co. (Nigeria) Ltd., 4 Balogun Square, P.O. Box 867, Lagos, and G. H. Dalamal, Allied Trading Co. Ltd., 36 Balogun Square or P.O. Box 655, Lagos, **interested in textile piece goods such as cotton and rayon damask brocade, plushes, velveteens, woven cotton materials, apparel for men, women and children, canned foods gift articles, electrical appliances such as hair dryers, and radios.** Aug. 1 via New York for two weeks. c/o 107 Franklin St., New York 13, N. Y., telephone WAlker 5-5823. Itinerary: New York. WTD 3/31/65 on Bhojson's, WTD under revision on Allied.

PAKISTAN—Ali K. Panjwani, Orient Trading (Pak) Corp., Hemani Mansion, Bunder Rd., Karachi, **interested in meeting U.S. firms to obtain agencies for iron and steel, pesticides, sprayers, water and power development and railway equipment.** End of July via New York for four weeks. c/o Mr. Link, A. L. Burbank and Co. Ltd., 120 Wall St., New York, N.Y. Itinerary: New York, Chicago. WTD 7/1/65.

SOUTH AFRICA—John Mervyn Commins, representing Guest, Keen, Nettleford Sankay (Pty.) Ltd., First St., Booysens Reserve and P.O. Box 9038, Johannesburg, **interested in steel fabrication in all aspects, domestic appliances and plastics, and requesting technical information in discussing possibilities of manufacturing, under license if necessary, in firm's established South African factories.** Aug. 11 via Los Angeles for 21 days. c/o H. T. Kennedy Corp., Inc., 67 West 44th St., New York 36, N.Y. Itinerary: Los Angeles, Columbus, Ohio, cities in Michigan, Chicago, New York. WTD 7/13/66.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during April and May is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

IRAQ—ID 1 = $2.80). The Ministry of Industry has awarded the contract for civil engineering and technological works at the Cotton Textile Factory in Kut to the Iraqi firm Al-Timimi Construction Co., Sa'doun St., opposite Al-Nasr Cinema, Baghdad. The total price is ID 1,329,000 (approximately $475,000). The company was also the winning bidder on the construction tender for the first stage of this project.

Turkey seeks prequalification on copper mine expansion jobs

Etibank, the Turkish State Economic Enterprise, requires consulting engineering services on expansion of open pit copper mines as well as for design and preparation of technical specifications and supervision of construction of these installations:

1) 6,000 T.P.D. copper ore concentrator and pipeline concentrate conveyor system at Murgul;
2) 1,200 T.P.D. copper ore concentrator at Kure;
3) 600 T.P.D. copper ore concentrator at Espiye;
4) Central smelter on Black Sea coast for producing 40,000 T.P.Y. anode copper;
5) Plant to produce elemental sulfur from 554,000 m.t. per year of pyrite concentrates and plant for production of sulfuric acid from half of sulfur produced and from smelter gases;
6) Plant to produce 14,000 m.t. per year of ammonium sulfate.

Qualified U.S. engineering firms interested in receiving invitations for proposals should provide Etibank with statements of their qualifications in providing engineering services of comparable size and complexity of the particular kind required, and in overseas contracts under conditions similar to those in Turkey.

Prequalification statements must be received by Aug. 10, and should be addressed to Etibank Genel Mudurlugu, ODA 537, Sihhiye, Ankara, Turkey.

Etibank anticipates AID financing U.S. dollar costs.

New Books and Reports

***Purchasing Power and Regional Maps of Germany 1966 (Kaufkraft-und Kreiskarte der Bundesrepublik 1966).* Published by Verlag Moderne Industrie, Munich, Germany. Price: DM 24.60 (about $6.15) plus postage**

This collection of two maps with an accompanying explanatory brochure, conveniently available in a pocket edition, is a valuable aid for every individual and firm selling in Germany. The purchasing power map, which has sixteen different colors indicating the degree of purchasing power in particular areas, assists firms in determining where to concentrate their sales efforts and in establishing sales districts for agents. The regional map provides a place to keep records of sales, agents' districts, and numbers of customers by regions.

A wall map of the same purchasing power map may be obtained from the same publisher for DM 19.80 (about $4.95) plus postage; the comparable regional map may be obtained for DM 6 (about $1.50) plus postage.

Write: Verlag Moderne Industrie, Aachenerstrasse 9, 8 Munich 23, Germany.

***East-West Trade.* Edited by Philip E. Uren. Canadian Institute of International Affairs, Toronto. 181pp. $3**

This book contains the proceedings of a March 1965 symposium held at Canada's Carleton University. The essays are wide in scope, ranging from the political, strategic and legal aspects of East-West trade to its effects on Communist policy.

Write: Canadian Institute of International Affairs, 230 Bloor Street West, Toronto 5, Canada.

***Directory of American Firms Operating in Foreign Countries (6th Ed.)* By Juvenal L. Angel. Regents Publishing Co., New York. 608pp. $25.**

A reference guide for businessmen requiring international marketing data, this directory contains information on the more than 4,200 U.S. firms which control and operate over 14,000 foreign business enterprises with a book value of more than $66 billion.

The first section contains an alphabetic index of all the firms, with their U.S. addresses, the names of the executives in charge of international operations, names of products or services and foreign countries operated in.

The second section indicates the international geographic distribution of each U.S. firm operating overseas, the corporate name of each foreign branch or subsidiary and its address in the foreign country.

The final section classifies the firms by products or services rendered.

Write: Regents Publishing Co. Inc. 200 Park Ave. South, New York, N.Y. 10003.

***Diplomat's Annual: 1966.* Diplomatic Press and Publishing Co., London. 184pp. $5.60**

The twenty-first annual listing of the diplomatic and consular corps in London, including trade representatives and international organizations maintaining offices in London. A supplementary monthly list of arrivals and departures keeps the directory up to date.

Write: Diplomatic Press and Publishing Co. (Diprepu Co., Ltd.), 13, Cotswold Gardens, London N.W. 2.

***International Guide to Directories on Resources in International Development.* Donaldine S. Finegold. Society for international Development, Washington. 26pp. $2.50**

A three-part international guide to directories of organizations and institutions engaged primarily in operational activities in international development, research and training institutes in international development, and expert personnel in international development. For each publication the title, brief description, pagination, availability, and price are shown.

Write: Society for International Development, 1346 Connecticut Ave., NW., Washington, D.C. 20036.

***Cotton Trade Journal International, 1966 (33rd ed.).* The Cotton Trade Journal, Memphis. 184pp. $6**

A global review of the cotton industry in every major cotton producing and consuming country in the world. The theme of the issue is automation in growing, ginning, handling and spinning and milling cotton. A statistical sector includes tables on cotton production, exports, imports, and consumption.

Write: The Cotton Trade Journal, Hickman Bldg., Memphis, Tenn., 38103.

Directory of Services: Port of Baltimore. Published by the Maryland Port Authority, Baltimore. 61 pp.

Here is a "who's who" of Baltimore's waterfront to enable the maritime community and its customers find the right man in Baltimore to help them move ships and freight, economically and expeditiously.

Write: Maryland Port Authority, Pier 2 Pratt St., Baltimore, Md. 21202.

***Rundt's Market Report on Japan.* By S. J. Rundt & Assoc., New York. 69pp. $35.**

This latest Rundt report on Japan provides information on basic economic conditions, trade with the U.S. and the rest of the world, monetary, fiscal and banking affairs. It also covers the problems of foreign investors, and the difficulties they so frequently encounter.

Write: S. J. Rundt & Assoc., 130 East Sixty-Third St., New York, N.Y. 10021.

U.S. foreign-trade zones' activities summarized

Fiscal 1965 was a period of extensive foreign-trade zone activity, according to the 27th Annual Report of the Foreign-Trade Zones Board, just published by the Commerce Department.

Six zones and two sub-zones provided facilities and services to more than 1,200 firms during the year. The Foreign Trade Zones Board approved a grant to the State of Hawaii permitting establishment of a new zone at Honolulu. The New Orleans Zone was enlarged, the Seattle Zone was renovated and modernized.

Annual reports of each of the zones and sub-zones—at New York, New Orleans, San Francisco, Seattle, Toledo, Mayaguez and Penuelas (Puerto Rico)—are presented in the new publication. The Foreign Trade Zones Act and texts of Board Orders during the year are included in appendixes.

For copies of the 27th annual report, at 25 cents each, write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—231-955/4

Calendar *for international traders*

ATLANTA—Aug. 18—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BOSTON—Aug. 8—Businessmen's Consultations with William Krason, Commercial Attache, Karachi, Field Office. Sponsor: Boston Field Office, Department of Commerce.

CASPER, WYO.—Aug. 11—International Trade Workshop, 8.30 a.m., Ramada Inn. Speaker: **Roy L. Morgan, Director, Office of Field Services.** Sponsors: Chamber of Commerce; University of Wyoming; Casper College; Cheyenne Field Office, Department of Commerce; Western National Bank; REEC.

CEDAR FALLS, IA.—Sept. 7—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Aug. 15—Businessmen's Consultations with Walter Sohl, Commercial Attache, Hong Kong. Field Office.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CHICAGO—Aug. 17—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CLEVELAND—Aug. 31—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

DETROIT—Aug. 9—Export Seminar, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DETROIT—Aug. 23—Export Marketing Workshop for Beginners, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH, MINN.—Sept. 13—Export Conference, London House. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

HARTFORD, CONN.—Aug. 9—Business's Consultations by appointment with William Krason, Commercial Attache, Karachi, 9 a.m., Field Office. Sponsor: Hartford Field Office, Department of Commerce.

HERRIN, ILL.—Sept. 27—Export Workshop, Southern Illinois, Inc. Sponsors: St. Louis Field Office, Department of Commerce; REEC.

HONOLULU—Aug. 8—Hawaii Manufacturers Assn., luncheon meeting, 12 noon, Holiday Inn. Speaker: **Roy L. Morgan, Director, Office of Field Services.** Sponsor: Honolulu Field Office, Department of Commerce.

KANSAS CITY, MO.—Aug. 11—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LEWISTON, ME.—Aug. 23-26—Sixth Annual Maine Products Show, Central Maine Youth Center. Sponsor: Maine Dept. of Economic Development.

LOS ANGELES—Aug. 26—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Los Angeles Field Office, Department of Commerce.

MEMPHIS—Aug. 11—Export Workshop, Federal Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MEMPHIS—Aug. 17—Export Workshop on Saudi Arabia, Hotel King Cotton. Sponsors: Memphis Field Office, Department of Commerce; REEC; Mid-South Exporters' Roundtable.

MILWAUKEE—Sept. 1—World Trade Club, monthly meeting, Holiday Inn-Central. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

MINNEAPOLIS—Aug. 26—Upper Midwest REEC Meeting, Sheraton-Ritz Hotel.

NASHVILLE, TENN.—Aug. 23—Export Workshop, Nashville Area Chamber of Commerce. Sponsors: Chamber of Commerce; Memphis Field Office, Department of Commerce; REEC.

NEW YORK—Aug. 16—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NEW YORK—Aug. 30-31—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 20-21—Businessmen's Consultations by appointment only with Harold E. Hall, Commercial Attache, London. Field Office.

OLATHE, KAN.—Aug. 25—Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

PHILADELPHIA—Aug. 29—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

PHOENIX, ARIZ.—Aug. 11—Export Workshop, 10 a.m., Field Office. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—Aug. 9—Export Workshop, St. Louis University. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WHITE PLAINS, N.Y.—Aug. 10—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

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